

APR 13 1921

SPRING SELLING TALKS NUMBER

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCIX.

NEW YORK, APRIL 9, 1921

No. 15

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Humorously written with a delicate romance interwoven in the plot.

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The young lawyer is thrust into a series of adventures, and eventually lands in Maine on an island said to be haunted. There is a search for treasure in which the heaviest pipe plays an important part.

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for Prominent Spring Books

Prepared With the Help and Support of the Leading Publishers and
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of a Notable Spring Season.

CONNECT THIS CONDENSED INFORMATION WITH THE
BOOK STACKS ON YOUR COUNTER

In the flood tide of publishing it is difficult, if not impossible, for salesmen to follow all the reviews and comments on new books which contribute to a talking knowledge of the books handled. Those salesmen who will connect up these paragraph comments with the books on the counters will be ready to describe intelligently, and to make the right recommendations to customers.

1921 is to be a Notable Bookselling Year.

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5. Let everyone in every store study this season's books intensively. It means quick and satisfactory sales.
6. Take your full part in making this the greatest year in American book-trade history.

The Publishers' Weekly

DUPLICATES of this 24 page Manual are being printed and can be had without charge for distribution to the retail salesman.

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"Salesmanship is persuading your customer to buy what you have to sell in a way that means permanent satisfaction to him and a profitable compensation to you."

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A knowledge of the books you are selling is a necessary part of your *service* to the customer. These "selling talks" are prepared to make it easy for you to acquire this knowledge. Read them carefully in your spare time.

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Appleton (D.) & Co.,
Association Press (The),
Atlantic Monthly Press,
Barse & Hopkins,
Boni & Liveright, Inc.,
Brentano's,
Century Company (The),
Dodd, Mead & Company,
Doran (George H.) Co.,
Doubleday, Page & Co.,
Harcourt, Brace & Co.,
Harper & Bros.,

Holt (Henry) & Co.,
Houghton Mifflin Co.,
Lane (John) Co.,
Lippincott (J. B.) Co.,
Little, Brown & Co.,
Presbyterian Board of Publication,
Reilly & Lee Company,
Scribner's (Charles) Sons,
Seltzer (Thomas),
Yale University Press.

Notable American Fiction

THE BRIMMING CUP

By Dorothy Canfield
Author of "The Bent Twig"

The story of an American woman who goes deep into her own heart to find out if a really honest love can survive. "Dorothy Canfield has done fine work before, but now she has become a force welding the culture and grace of the older fiction with the fearless honesty of the new. 'The Brimming Cup' is a bigger, finer, a more searchingly honest, a more penetrating novel than 'The Bent Twig' ever promised that she could write."—*Boston Transcript*. Net, \$2.00.

Published by HARCOURT, BRACE & COMPANY.

MAIN STREET

By Sinclair Lewis

Not only the great popular success of the year, but one of the great works of American literature. "A feather in the cap of any literature."—*John Galsworthy*. Net, \$2.00.

Published by HARCOURT, BRACE & COMPANY.

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A *first novel* by this celebrated writer. Not a collection of short stories. Critics hail this novel as "highly successful" and as possessing "the qualities of sentiment, great city adventure and substantial idealism which should keep it for a long time among books of high demand."

Everybody knows a Lilly Becker—she's universal—this heroine of *Star Dust* who sees her own tremendous ambitions finally realized in her daughter. As great a mother, in a different way, as Fannie Hurst created in her famous film "Humoresque."

Published by HARPER & BROTHERS.

SISTER SUE

By Eleanor H. Porter

Just before her death, Mrs. Porter declared *SISTER SUE* to be the best novel she had ever written. It's the story of a girl who gave up her musical career for the sake of her family, and who found that in helping others she had helped herself to find romance and happiness.

SISTER SUE is written with same optimism and inspiration that made "Pollyanna," "Just David" and "Mary Marie" so popular, but it has more of a story than any of these, and will be more keenly enjoyed by the average novel reader. \$2.00.

Published by HOUGHTON MIFFLIN CO.



Important English Novelists



D. H. LAWRENCE

THE LOST GIRL

By D. H. Lawrence

WHY THERE ARE OLD MAIDS AND HOW TO PREVENT THEM is the theme of this fascinating novel, which has been welcomed with extraordinary enthusiasm by the leading American critics in the leading American journals. The subject is one which interests us all, and the novel is written in the best style of D. H. Lawrence whose unique genius is now universally recognized.

John Macy, in the New York Evening Post, says: "Mr. Lawrence is of the elder stature of Meredith and Hardy . . . I can think of no other young novelist who is quite worthy of the company." \$2.00.

Published by THOMAS SELTZER, INC.

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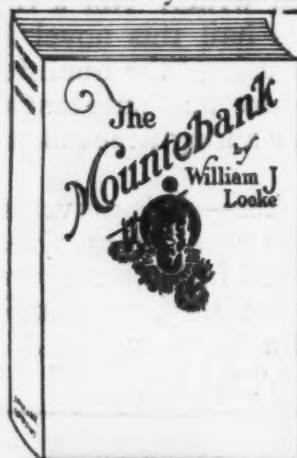
THE OLD MAN'S YOUTH AND THE YOUNG MAN'S OLD AGE

By William De Morgan

This is Mr. De Morgan's last book. You probably have sold a good many copies of it already, but have you told your customers that all our critics are rating De Morgan with Dickens and Thackeray? This book is largely autobiographical, and as one review said: "Surely De Morgan, himself, despite his wise, sweet maturity, exemplifies The Old Man's Youth." De Morgan will be known for many

years to come, and The Old Man's Youth is one of the few books that we can conscientiously urge booksellers to read. \$2.00.

Published by HENRY HOLT & COMPANY.



THE MOUNTEBANK

By William J. Locke

Another Belovéd Vagabond is this new hero, a mountebank, playing in the circuses and playhouses of France, then a private in the Great War rising by steady promotion to become Brigadier-General with all the prestige entailed, only to return to mountebankery and uncertainty about life's values. The same philosopher as the Henri of old, the same easy flow of words, Locke has returned to his early manner and we rejoice in it. Cloth, \$2.00.

Published by JOHN LANE COMPANY.



THE HALL AND THE GRANGE

By Archibald Marshall

Author of Eldest Son," "The Honour of the Clintons," etc.

Following the traditions of the best English fiction from Fielding, through Jane Austen, down, "The Hall and the Grange" is not only a story but a delineation of real flesh and blood people that will live. The characters are as human as people known intimately. They are interesting and amusing, and, while they are likeable, the author does not fail to show their little foibles as well as their underlying good qualities. "The Hall and the Grange" is a story of English country life of today, written in the quiet, easy manner of which Mr. Marshall is a master, and which he has never displayed to better advantage. \$2.00.

Published by DODD, MEAD & COMPANY, New York.

Love Stories in Various Settings

THE PASSIONATE PURITAN

By Jane Mander

Author of "The Story of a New Zealand River"

Into the rough element of a mill community in New Zealand steps Miss Sidney Carey, a young school teacher, fresh from the refinements and conventionalities of her native city, Auckland. An unconventional life is this bush-life, and therefore this book differs from the average novel; but so charged is the atmosphere with human kindness, with selfless devotion with the true community spirit, that one readily forgives all social lapses, and acknowledges the inevitability of the occurrences. It is a well-told story of real people. Cloth, \$2.00.

Published by JOHN LANE COMPANY.

FLOOD TIDE

By Sara Ware Bassett

The lure of Cape Cod is strong for Miss Bassett, and for the setting of this new novel she has returned to the little seaside town of Wilton, wherein lies the Harbor Road and where dwell Zenas Henry and the captains three, those well-known and well-liked characters of her earlier books. *The Boston Herald* says: "'Flood Tide' is the best work that Miss Bassett has done. It is a wholesome, old-fashioned love story, and its wholly human characters are handled with a very sympathetic touch. The action never drags and the pages radiate the atmosphere of Cape Cod." \$1.90 net.

Published by LITTLE, BROWN & COMPANY.

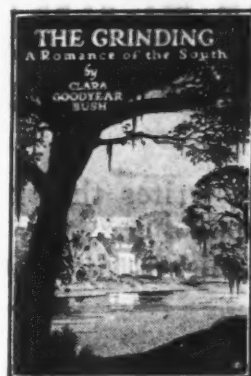


THE GRINDING

By Clara Goodyear Bush

This is a love story dealing with Louisiana life. The author is a southerner herself, lives in New Orleans, and her descriptions and characterizations are very thorough and clear. You can recommend this book to all those who like to read of that quaint charm and romance which we all associate with the South. The heroine, Catherine Maine, is a true aristocrat of plantation times, and there is much humor in the descriptions of the southern darkies. \$2.00.

Published by HENRY HOLT & COMPANY.

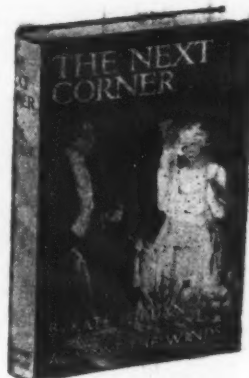


THE NEXT CORNER

By Kate Jordan

You can confidently recommend this international romance of four countries to all readers in search of an "out of the ordinary" novel. *The New York Herald* says: "Here is plot—from the first page to the last—by an author who knows how to keep the strings of her story in her own hands." *The New York Tribune* says: "The fascination of Kate Jordan's earlier novel 'Against the Winds' is recalled by 'The Next Corner.' There is the same strength of emotional appeal, the same vivid characterization and the same variety of intensely dramatic situations." \$2.00 net.

Published by LITTLE, BROWN & COMPANY.



American Women Novelists



THE TRYST

By Grace Livingston Hill

Mrs. Hill's novels have been best sellers for fourteen years. She tells a rattling good romance and nothing unsavory ever creeps into her stories. This is the strongest and longest piece of work from her pen. It tells of John Treeves, how in seeking after God he finds Patty Merrill, and helps to clear the mystery that surrounds her life as well as the mystery of a death. Frontispiece. \$2.00.

Published by J. B. LIPPINCOTT COMPANY.

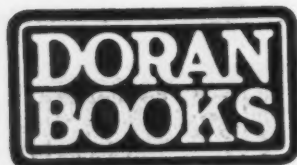
OUT OF THE AIR

By Inez Haynes Irwin

Author of the "Phoebe and Ernest" Books

A new psychic plot laid in gruesome haunted surroundings adds novelty and individuality to Mrs. Irwin's first mystery story. It is difficult to decide who is the heroine, the lovely, sad, dead woman who haunts it, or the beautiful, gay, modern young girl who is the heart of it. Net, \$2.00.

Published by HARCOURT, BRACE & COMPANY.



MY SON

By Corra Harris

This is the story of the son of A CIRCUIT RIDER'S WIFE, the story which established Mrs. Harris's reputation once and for all. MY SON is a very human story, touched off by keen insight and humor and told by a remarkably well drawn character, the mother of a young minister. Mrs. Harris is so intimately in touch with the life and people of which

she writes that her work bears in an unusual degree the stamp of actual happening. Net, \$1.90.

Published by GEORGE H. DORAN COMPANY.



BEAUTY AND MARY BLAIR

By Ethel M. Kelley

BEAUTY AND MARY BLAIR is a penetrating study of the girl of to-day in the form of a very delightful story. A good many Mrs. Grundys have been holding up their hand in horror over the actions of the younger generation, but Miss Kelley, instead of getting excited over their faults and failings, calmly puts a typical specimen under the microscope for the reader to see. The *Dial* calls it:—"a novel full of secret beauty and an extraordinary instance of the possibility of writing a profound study of adolescence without forsaking for a moment the delicacy and humor of an entertaining story." \$2.00. Published by HOUGHTON MIFFLIN CO.

Decidedly Unusual Fiction

CLERAMBAULT

By *Romain Rolland*

This new book comes to us out of the war after five terrible years during which the author suffered much for the sake of his principles. In spite of the author's denial no sympathetic reader can help seeing Rolland, himself the idealist, battling heroically against the most overpowering forces of reality. In mentioning this book, do not forget the popularity of Rolland's "Jean-Christophe," which has gone into sixteen printings. \$2.00.

Published by HENRY HOLT & COMPANY.

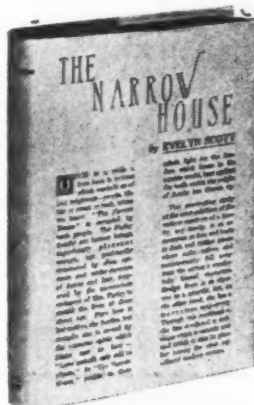
ROL
LAND
AND

THE NARROW HOUSE

By *Evelyn Scott*

This novel has created a furore. It is likely to be the most talked-about novel of the season. Sinclair Lewis, author of "Main Street" says: "Salute to Evelyn Scott! THE NARROW HOUSE establishes her vision and her workmanship. She belongs, she understands, she is definitely an artist. THE NARROW HOUSE is an event; it is one of those recognitions of life by which life itself becomes the greater." *Third edition.* \$2.00.

Published by BONI & LIVERIGHT.



THE SEVENTH ANGEL

By *Alexander Black*

Should a girl reveal to her dearest woman friend the fact of a past mistake? This is the question which Alexander Black, author of "The Great Desire" asks in his new novel. He works out this theme against a background of the feverish activities of New York. He reflects wonderfully the shifting ideas of our time, the after-the-war chaos in which we are all drifting. A novel that will appeal to the "seasoned" reader and occasional browser alike. \$2.00.

Published by HARPER & BROTHERS.



JAKE

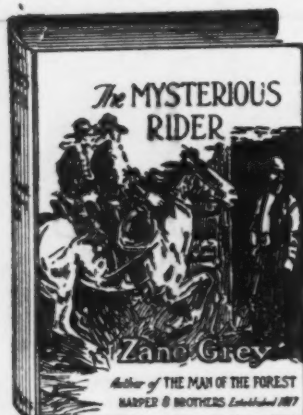
By *Eunice Tietjens*

This is one of the finest novels ever written. A sweet-tempered woman, Ruth, tells the story of her friend Jake, a newspaper artist, who is torn between his devotion to his selfish mother and his love for his second-rate wife, who are fiendishly jealous of each other and who gradually destroy him. It is beautifully written—a true masterpiece that Hawthorne or O. Henry or Balzac might have written. You will make no mistake in recommending this book warmly. \$2.00.

Published by BONI & LIVERIGHT.



The West in Fiction



THE MYSTERIOUS RIDER

By Zane Grey

1920's Best Seller was a Zane Grey. "The Mysterious Rider" is a best seller, too! There are reasons for Zane Grey's popularity. You'll find them all in this new book of his. He knows how to make his readers live with his characters. The stories ring true, they're clean and wholesome without being goody-goody. They're exciting, adventurous—and read *The Mysterious Rider* and you'll see the love interest is *real*. \$2.00.

Published by HARPER & BROTHERS.

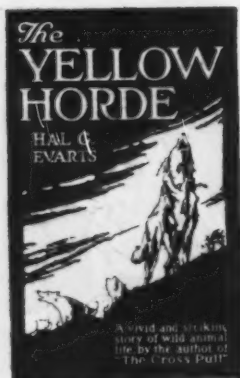
VAL OF PARADISE

By Vingie E. Roe

Author of *Tharon of Lost Valley*, etc.

"Val" is a fearless, beautiful girl, the idol of all the cowboys on her father's great ranch, called "Paradise." She can ride and shoot, and if necessary—flirt; in short she is just about everything a vigorous, lovely, young out-of-doors girl ought to be. Velantrie of the Border is something out of the ordinary in the way of a man, even in a country of recklessly brave men. But the course of true love in the case of Val and Velantrie is more than usually rough. There are holdups, vigilance committees, gallop of horses' feet and popping of pistols, the whole making a thrilling story of life in the far Southwest on the turbulent Mexican border. \$2.00.

Published by DODD, MEAD & COMPANY, New York.



THE YELLOW HORDE

By Hal G. Evarts

Lovers of American wild life have discovered in Hal G. Evarts a writer of animal stories that vividly recall Jack London's "The Call of the Wild." Mr. Evarts is one of the few living authors who can successfully dramatize the life of the animal without departing from the truth, and his recent story "Old Timer" in *The Saturday Evening Post* has attracted nation-wide attention. In "The Yellow Horde" Evarts makes the adventure of the coyote so vivid and engrossing that the reader closes the book with the feeling that he has been transported back to the great open spaces and understands the free, wild life of the hunted. \$1.75 net.

Published by LITTLE, BROWN & COMPANY.



MEET MR. STEGG

By Kennett Harris

The author is widely known as a writer for many popular periodicals, particularly as a contributor to the *Saturday Evening Post*. "Meet Mr. Stegg" is Mr. Harris' first book. It is a collection of his best short stories woven into a consecutive whole around the engaging and picturesque character of Mr. Stegg, the old bullwhacker of Elder Station. It is a colorful and highly amusing narrative. To know this book is to know Mr. Stegg, and to know Mr. Stegg is to know the West, its romance, its philosophy and its thrills. Some reviewers have compared Mr. Harris'

quaint turn of style with that of Bret Harte and Artemus Ward. \$1.90.

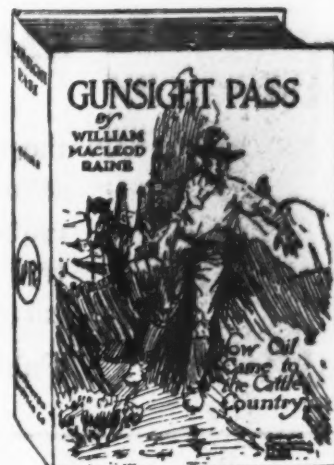
Published by HENRY HOLT & COMPANY.

By Prominent Writers

GUNSIGHT PASS *By William MacLeod Raine*

An old time cattle man wrote in the other day—"Raine is the best Western writer since Bret Harte. He gets nearer the lingo of the West than any other present day writer, and he never over-plays his hand." **GUNSIGHT PASS** has got even more quick action romance and adventure than his last story, "The Big-Town Round-Up," and it's just as vividly written. The scene is laid in a boom oil-town lying in the midst of the cattle country, and the mingling of ranchmen and oil promoters makes a new kind of a combination in Western fiction. \$2.00.

Published by HOUGHTON MIFFLIN CO.



DESERT VALLEY

By Jackson Gregory

Many elements combine to promise a record-breaking sale for Jackson Gregory's powerful new story of the great south-west; his successful preceding novels have won for this author a large and enthusiastic audience: this audience alone will send "Desert Valley" through numerous printings. But the book will go further than that; decidedly the best thing Gregory has done, it is a vigorous, swiftly-moving tale of the gold mine regions, built on a plot as original as it is plausible. With frontispiece. \$2.00.

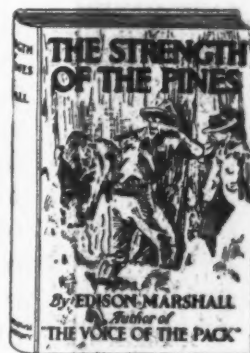
Published by CHARLES SCRIBNER'S SONS.

THE STRENGTH OF THE PINES

By Edison Marshall

"As refreshing as a vacation in the North woods" is this new novel by the author of "The Voice of the Pack." *The New York Times* says: "Marshall is a great lover of the wilderness and knows a great deal about its life and secrets." "The Strength of the Pines" is a splendid novel of life in the open, of blood-stirring adventures during an Oregon mountain feud and of a brave man, inspired by the love of a splendid woman, winning out against odds—with the forces of the wilderness an impartial and important factor. \$1.90 net.

Published by LITTLE, BROWN & COMPANY.

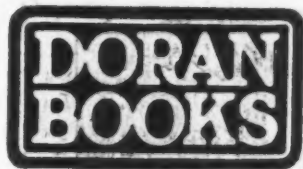


THE CUSTARD CUP

By Florence Bingham Livingston

The cheerfulest, humanist, pleasantest story of the season. The sharp presentation of odd bits of humanity here, the humor of the book is delicious and it has a healthy making-the-best-of-things philosophy that is fairly exhilarating. It is concerned with the inhabitants of a group of tumble-down little tenements in California, especially with "Penzie," one of those women upon whose comfortable lap the world instinctively casts its troubles—and her adventures in mothering. Net, \$1.90.

Published by GEORGE H. DORAN COMPANY.



Good Fiction For Any Reader

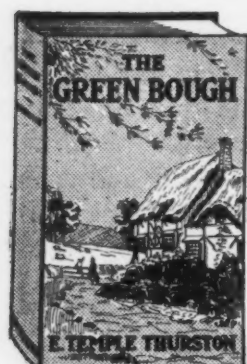


KALEEMA

By Marion McClelland

This is a love story with plenty of laughter in it and also those big moments of high emotional tensivity which readers like so much. The setting is as romantically strange and picturesque to the usual reader as if it were in some far-away country: the setting is one of those heroic vagabonding little theatrical companies that play one-night stands. Net, \$2.00.

Published by THE CENTURY CO.



THE GREEN BOUGH

By E. Temple Thurston

A novel that is unsurpassed for bigness of theme and beauty of execution. It tells the story of a woman who does not hesitate bravely to fulfill herself, by love and motherhood, in the face of narrow prejudice. The author of "The City of Beautiful Nonsense" and "The World of Wonderful Reality" has never written anything of deeper significance than this novel, and "The Green Bough" contains elements of the very greatest popularity. Net, \$2.00.

Published by D. APPLETON & COMPANY.



SWEET STRANGER

By Berta Ruck

Author of His Official Fiancée, etc.

America as well as England provides a setting for this novel, the Sweet Stranger being a charming American girl who appears but as a fleeting vision to a young British officer. He falls in love with her at first sight and without even knowing her name. He pursues her over the Atlantic, to New York, from New York to Chicago, from Chicago to the White Mountains, and finally discovers her in the midst of storms of more kinds than one. Intertwined with this love story is that of his sister, who is the narrator of the romance, and who makes up the other half of a couple known to their friends as "The Temperamental Twins." \$2.00.

Published by DODD, MEAD & COMPANY.



THE VAGRANT DUKE

By George Gibbs

A swift-moving tale of adventure by the author of the popular "The Splendid Outcast." Fleeing from Russia, a Russian Grand Duke works his way in America as plain Peter Nichols. He takes the position of superintendent on the estate of an old millionaire, and at once finds danger and mystery. It is a story that lures the reader on through what a great public wants, mystery, adventure, and moving romance. The Vagrant Duke is an appealing, manly figure. Net, \$2.00.

Published by D. APPLETON & COMPANY.

Romance, Adventure, Realism

PRINCESS SALOME

By *Burris Jenkins*

A Tale of the Days of Camel-Bells

The romance of Salome and Stephanas grips and holds us with passionate intenseness. The Bible characters that we know so well are introduced with a startling reality that has not been excelled even in such works as *Ben Hur* and *Quo Vadis*. It will be admired for the thrilling tale it tells, discussed for the manner of the telling, and cherished for the inspiration and faith it will give. Frontispiece. \$2.00.

Published by J. B. LIPPINCOTT COMPANY.



MY ORIENT PEARL:

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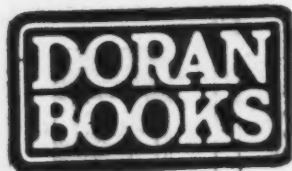
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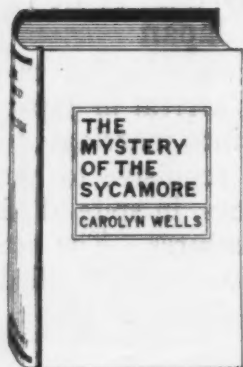
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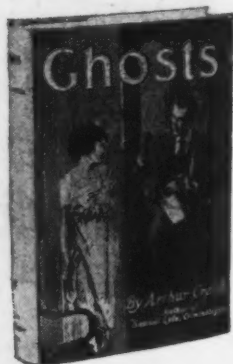


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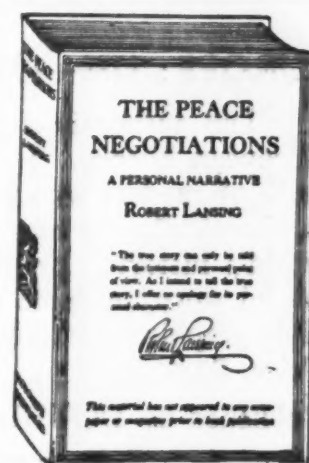
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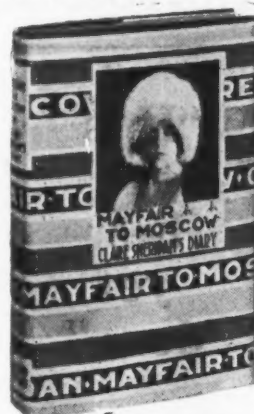


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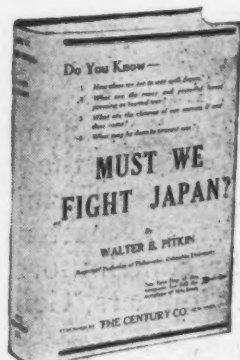
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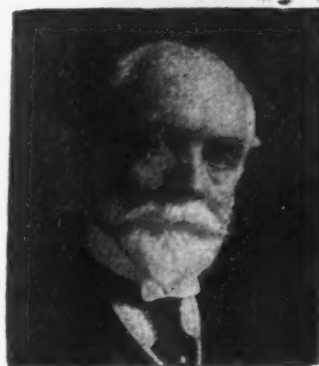
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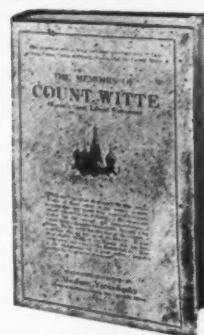
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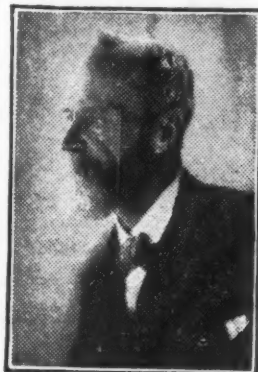
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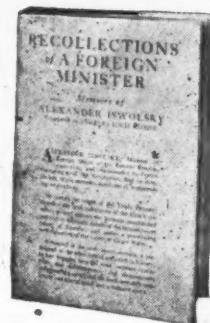


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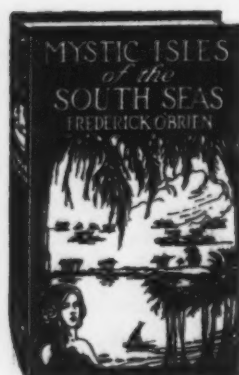
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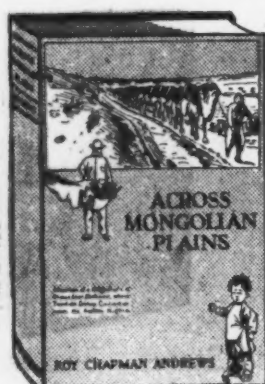


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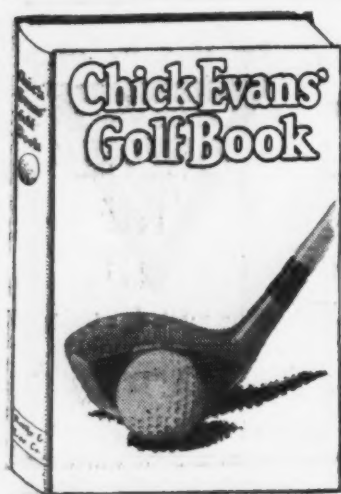
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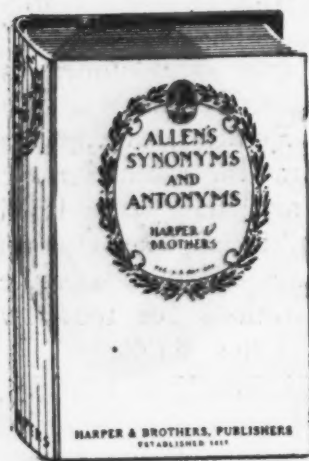


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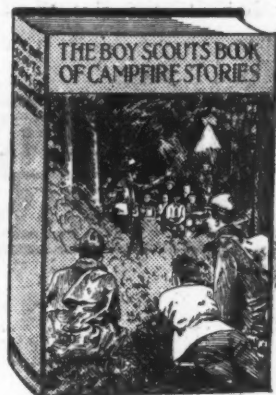


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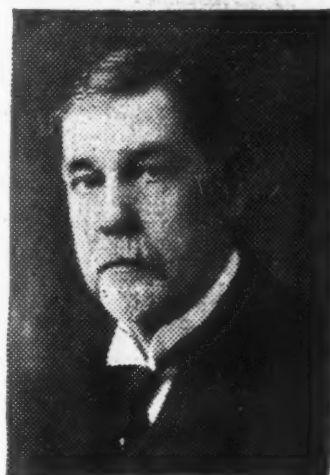


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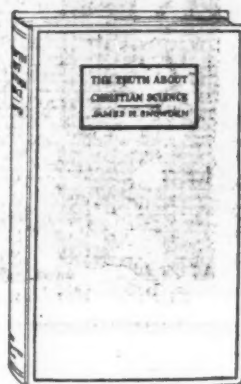
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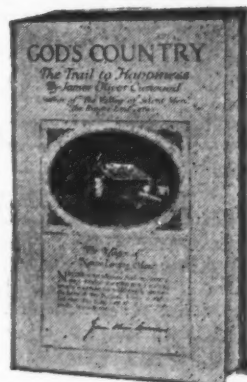
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The Publishers' Weekly 62 West 45th St. New York

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 9, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Employer and Employee

THERE is no problem before the nation to-day that is more important than an improved adjustment between labor and management in industry. Much progress has been made in this field in recent years, and in spite of the reactionary conditions in such industries as steel and coal mining, no one is more conscious than the book-trade of the careful thought that is being given to this great human problem, as it is the book-trade, that supplies the readers or students of the day with the material for their study of employment conditions.

The tremendous depreciation in the value of currency caused by the war could not do otherwise than to leave a most difficult readjustment to be made as things regained their steadier basis, and it would be a great misfortune to all industries if the readjustments which become necessary should seriously mar the improving relation between management and labor. In spite of the prevalent belief on the part of labor that all management is grasping and needs to be fought with tooth and nail, and in spite of the frequently expressed opinion by managers that the unions clog production and use unfair methods of warfare, there has been growing a better mutual appreciation of the needs of both sides, and in the important conferences that are coming, now that the 44 hour issue is to the front and reduction in pay insisted upon, the wisest leaders should become spokesmen, in order that disturbance may be avoided.

The story of how May 1st came to be recognized as a time when the 44 hour week would go into effect in printing is a long and an extremely complicated one. The fact is that, while it was talked of at the time when New York's agreement was made as a thing that would by this time be in effect the whole country over, there really is no expectation of its coming except in New York, Chicago and one

or two other cities. In the meantime, conditions have changed in all the industries, so that the most ardent union men could hardly claim that the employers or users of printing were making an unfounded argument when they say that a reduction of hours with equal pay would be an industrial impossibility at this time. An increase in cost simply cannot be passed on, and the unions ought to accept the approach of the employers on this point with the realization that the employer has no alternative but to make the demand for relief, and if not relief in hours then a relief in wages that will bring costs down.

The binders have a still less definite arrangement with their employees, than the Employing Printers, yet the Employing Binders' Association consists of business men who feel themselves morally bound by the kind of agreement that does exist. If their request for reconsideration of this is not taken at its face value by the unions, these employees will be greatly misjudging conditions, and binding business will go out of New York at a rate that will greatly endanger any future health in this industry for some time to come. Negotiations on these crucial issues will be going forward rapidly in the next month, and each side should give the other full credit and wish only well to the general prosperity of both management and labor.

The Photo-Engraving Rates

OF all the many cost increases that have come to the book publishing trade in the last few years, none has been so aggravating in its character and the form of its support as that which has been pushed forward in the photo-engraving trade. The cost of photo-engraving not only increased to two or three times its former rates, but the arrangement by which this was obtained was peculiar to that industry.

The Photo-Engravers' Union, in endeavoring to get further increases in wages, put forward the argument that no employer could give proper working conditions and proper wages to his trained engravers unless that employer adopted as a minimum scale for charges to his customers the rates which they then outlined. The producers adopted this scale, and any complaint by their customers as to these rates left them with the argument that, after all, the rates were not of their making, and that they could be in no way held re-

sponsible. The shops that were organized in this plan constituted nine-tenths of the product of Manhattan.

It seemed obvious that there had in this way developed a corporation and monopoly which was entirely in opposition to our anti-trust legislation, and yet, being a monopoly of production and not of product, could not be covered by any law on the statutes. There has been passed by the legislature at Albany the Meyer-Martin Bill, which is intended as a method of ending this grave abuse, which very fortunately has not spread to any other field.

This Bill will extend the Donnelly anti-Trust Act in such a way as to save the publishers from being the victims of the monopoly created by this agreement between labor unions and their employers.

A Year of Weddings

THE booksellers have been discussing in their Year Round Bookselling campaign plans for increasing the prominence of books in the field of wedding gifts. The Government Census-Bureau seems to be prepared, from the recent dispatches from Washington, to prove that this is to be an exceptional year for that class of business. Its estimate is that 100,000 marriages will be celebrated during the month of June alone. The government suggests that the decrease in the cost of living is responsible for the increase in weddings, but, whatever the cause, a vista of 100,000 wedding present displays into which to bring books as a companion piece to berry spoons and rose bowls offers an unusually interesting campaign for booksellers in all communities.

The Travelers' Expenses

RETAILERS are generally reported as proceeding carefully with buying and relying heavily on mail orders to pick up material needed in order to reduce stock and work for a quick turnover. This is undoubtedly the well advised method and is bringing results, as from numerous directions come reports that stocks are well in hand and business picking up steadily. The publisher on his part is proceeding in somewhat the same way, keeping his list low, manufacturing cautiously and also buying paper just as cautiously.

One unavoidable difficulty in this method of retail buying is that travelers' expenses, in proportion to orders received, are running up heavily, railroad fare, hotel bills—all are heavier than ever before—and there has been no reduction in these items in the decline reported of the general cost of living. Retailers, realizing that the publisher's overhead is part of the problem of controlling book prices, can make some contribution to the problem by giving the traveler every facility for prompt handling of business, by having stock orders checked in advance and by giving the traveler as prompt attention as possible in order that there may be short visits and many accounts covered. There is a feeling of togetherness in the book-trade that could be augmented by such moves as this.

American Book Exporters May Suffer Serious Loss

IN order that books may pass the English Custom House, there must be stamped on each book the words "Printed in U. S. A." This is an old regulation made under the Merchandise Marks Act of 1887, but information from London indicates that some American publishers have been careless in providing for this imprint, and the Commissioners of Customs have given word that "they will not be prepared to deal leniently with any further importations."

Hitherto (under protest, of course), these Custom authorities have permitted the English importers of these books to go to the docks and stamp each book with the words, "Printed in U. S. A.," but this was a troublesome proceeding at best and is not to be allowed. The alternative to such proceeding would seem to be confiscation, and one publisher has already written to American publishers that they can accept no responsibility for any books shipped to London which do not bear the printer's imprint or the words, "Printed in U. S. A.," and also gives word that any orders for American books are placed with that understanding.

American publishers who do much exporting have usually formed a habit of putting this needed line on the back of the title page, and the same thing can be accomplished by having the printer put his name on the entire edition, intended either for American or English consumption.

In England all books carry the printer's mark under an old ruling dating from the days when printers were suspected of too much freedom. The rule now is of real value and also of interest to readers. It might well be that if in America every printer carried his imprint on the books manufactured there would be a stimulus to better standards of book-making.

The Story of Paper

By Benjamin S. Van Wyck

III. Early Days of the Industry in America

[This is the third in Mr. Van Wyck's series on the history of the paper making industry. The first article, "From Papyrus To Machine Made" appeared in the January 22 number of the PUBLISHERS' WEEKLY; and the second, "Paper Making in England," in the February 26 number. The fourth instalment continuing the story, with special attention to the manufacture of book paper in America, will be published within a few weeks.]

IN the early Colonial days we imported practically all of our printed matter, and all of the paper used for any purpose whatsoever was brought from the mother country, until shortly after 1690 when the first paper mill in America started to produce paper of an inferior quality. In general, the colonies were interested in the establishment of manufactures of such products as iron, grain and leather. These staples constituted the first efforts of our manufacturers, and rightfully they should. Boston and Philadelphia were the leading printing centers and naturally the first paper mill would be near one of these points.

First Mill at Germantown

Altho the imported paper amply took care of the needs of the colonial printers and publishers, there were some that chafed at the delay that occasionally attended the delivery of it from overseas. William Bradford was an ambitious printer of the day and his popularity with the leading business men of the city of Philadelphia made it possible for him to promote the interests of a paper maker, William Rittenhouse, by name, who had learned the trade in Germany and later became a registered paper maker in Amsterdam, Holland, and had finally emigrated to America. Bradford, the printer, Rittenhouse, the paper maker chose a spot in Germantown for America's first mill, and to-day the property is part of the Fairmount park system of the city of Philadelphia. The enterprise was a success from the start. Bradford took his share of the stipulated percentage of the profits in the form of finished paper, and personally took no part in the active management of the mill. Rittenhouse ultimately became sole owner. No record states how much nor how good a quality of paper was produced. The Rittenhouse water-mark appears in copies of the *American Weekly Mercury* of Philadelphia as late as 1720. This newspaper was owned and operated by Andrew Bradford, a son of William who assisted Rittenhouse to establish himself in the mill on the Wissahickon creek.

In New England an act for the encouragement of paper making was passed by the court of the province on September 13th, 1728, which gave the exclusive privilege to Daniel Henchman, Benj. Faneuil, Thos. Hancock, Gillman Phillips and Harvey Dering of producing paper in the province of Massachusetts, pro-

viding that the product was manufactured in a given time, of a stipulated quality, and even the quantity was specified. All of the men mentioned were relatives with the exception of Dering and all were interested in the printing, publishing, and bookselling businesses. The mill was located in the town of Milton and from the records it appears its career was a checkered one.

The Ephrata mill at Lancaster, Pa., conducted by the German Pietists who lived under monastic rules was one of the many industrial activities of the sect. The paper produced carried a curious water-mark, the design of which was Latin cross supporting two keys surrounded by a border bearing the words, Zion, at the top and Ephrata, at the bottom. The keys represented a mystical book of the 17th century, "The Keys of Solomon" which was cherished by the Pietists.

Many of the Colonial paper making ventures received aid from their respective provinces and practically none was a success from a financial viewpoint. Practical paper makers had not migrated to this country and the few that did were forced to teach the art to workmen who were poorly paid, as the industry at the start was not a paying one. The British manufacturers were not in sympathy with the colonial movement to establish home industries and as a consequence did everything in their power to thwart the growth of any manufactory that might shut out goods produced in England.

In 1748 the needs of the publishers became so pressing for paper that neither the English, Continental nor Colonial mills could meet the demand. The situation became so serious with the newspapers that some suspended for weeks at a time and others resorted to expedients such as cutting down the size of the page and doing away with the unprinted margins. In Boston a large quantity of Papal Bulls which were salvaged from a Spanish sailing ship, altho printed on one side, were used by Thomas Fleet to reproduce in printing the popular songs of the day. This particular paper was reported to be of an excellent quality, far superior to any produced in the colonies.

Rags and Wags

Paper became very scarce occasioned by the demand and the lack of rags. As has ever been the condition in the paper industry the need of the basic raw material then was just as acute as it is to-day. We are worried about the wood supply; they were worried about the rag supply. Advertisements were put out in the form of hand-bills and appeared in the newspapers. One poetic individual tried to snare the supply from the rag bags with the following skit:

"Sweet ladies, pray be not offended,
Nor mind the jest of sneering wags
No harm, believe us, is intended,
When humbly we request your rags.

"The scraps which you reject, unfit
To clothe the tenant of a hovel,
May shine in sentiment and wit,
And help to make a charming novel.

"The cap, exalted thoughts will raise,
The ruffle in description flourish;
Whilst on the glowing work we gaze,
The thought will love excite and nourish.

"Each beau in study will engage,
His fancy doubtless will be warmer,
When writing on the milk white page,
Which once, adorned his charmer.

"Tho foreigners may sneer and vapor,
We no longer fore'd their books to buy
Our gentle belles will furnish paper,
Our sighing beau will wit supply."

The southern colonies were particularly hard hit as few mills were established there, and when one was opened shortly after 1776 the following notice was put in the newspapers to awaken interest in supplying rags:

A Colonial Publicity Campaign

"By our unhappy Contest with Great Britain, and the Necessary Restrictions on our Trade, Paper has been an Article for which we, in this State, have much suffered, for though there are many Paper Mills in the Northern Colonies, where Paper is made in great Perfection, yet, by the Interruption of the Colony Trade by Water, the Southern Colonies have experienced a very great Scarcity of that necessary Article. To remedy this Evil and throw in their Mite towards the Perfection of American Manufactures, the Proprietors of a Paper Mill just erected near Hillsborough, in Orange County, give Notice to the Public, that their Mill is now ready to work, and if a sufficient quantity of Rags can be had, they will be able to supply the State with all Sorts of Paper. They therefore request the favor of the Public, and more particularly the Mistresses of Families, and the Ladies in general, whose more peculiar Province, it is, to have all their Rags and Scraps of Linen of all Sorts; old Thread Stockings, Thrums from their Linen Looms and every kind of Linen, is useful. As this undertaking is Novel, saving of Rags may perhaps be thought too trifling, and below the Notice of the good Matrons of the State; but when they consider they are aiding and assisting in a necessary Manufacture, and when the young Ladies are assured, that by the sending to the Paper Mill an old Hankerchief, no longer fit to cover their snowy Breasts, there is a Possibility of its returning to them again in the more pleasing form of a Billet Doux from their Lovers, the Proprietors flatter themselves with great Success. Persons in the several Towns and Counties in the State will be appointed to receive Rags, for which a good price will be given."

During the War of Independence paper production came to a standstill and finally all men in the combatant service who were skilled in paper making were forced out of the army and

returned to their tubs. The Assemblies were slow to understand the seriousness of the need for paper, and it became necessary for various business organizations to submit petitions emphatically stating what should be done, then and then only was any action taken. One of the serious yet amusing incidents was the shortage of paper for use in cartridges. In Philadelphia one searcher found an attic full of printed sermons as well as a number of unbound copies of Fox's "Book of Martyrs," the combined lots were used as covering for hot shot delivered to the enemy. Various documents of the Army of the Republic refer to the shortage of paper and some of minor importance were written on the white margins of printed pages.

The paper of the colonial period was of poor appearance, a dirty color and of a rough surface. An examination of books printed in America on domestic paper shows the backwardness or lack of skill of the industry. There is one good feature, however, that is, the paper endured altho a certain amount of discoloration has occurred which is probably due to careless handling in allowing the pages, or the whole book, to be exposed to natural light. It is not surprising that the industry was backward in development when it is considered that a few expert workers with inferior moulds and inexperienced helpers were forced to all sorts of expediences to produce sheets of paper of any kind.

Appeal for Protection

Shortly after 1790, one hundred years after the Rittenhouse mill was built on the Wissahickon, there were two hundred mills in seventeen states producing hand-made paper. In that year 425,521 reams were produced at a value of \$690,000. Eleven standard sizes of paper ranging from $26\frac{1}{4} \times 33$ to $14\frac{1}{4} \times 16\frac{3}{4}$ seemed to meet the needs of the publishers and printers. These mills started agitating the subject of protection from foreign competition, and in 1809 Albert Gallatin, Secretary of the Treasury, was called upon to take a census of the industry and to determine if protection were necessary. The second war with England came so quickly that all legislation was dropped for the time being. During 1816 the question was revived and resulted in a duty of thirty-five per cent being established, but it was not sufficient to keep out the industrial invaders for the next two years. The introduction of the cylinder machine at the Gilpin mill at Wilmington, Del., in 1819 and elsewhere placed the American manufacturers in a better position as they were much quicker in establishing the machine-made product than was possible in the British market. Their hand-made grades were much superior to those made by our vatmen, and we, therefore, had less resistance to overcome in introducing the machine qualities.

The Gilpin mill was the first one in the United States to produce paper commercially by machine in continuous lengths. This particular equipment was of the cylinder type and

its career as a producer of quality book paper was settled when the first Fourdrinier machine was imported for the Beach Hommerkin and Kearny mill at Saugerties, N. Y., in 1830. The credit goes to the Smith and Winchester Manufacturing Co. of South Windham, Conn., for the building of the first Fourdrinier in this country. With the introduction of machine paper the price declined sharply, and the production of printed matter increased beyond the wildest dreams of the publishers. To give you an idea of the development of the paper industry after the advent of machinery the census of 1850 revealed that there were 700 mills, 100,000 operatives and the mills required 405,000,000 pounds of rags. England, the same year, consumed 440,000,000 pounds.

The latter part of the 19th century saw the

breaking up of the paper industry into divisions such as groups of writing, book wrapping, tissue, board and cover paper mills, each an industry in itself. In 1854 the beginning of the end of rags for general use in paper making was forecasted when Hugh Burgess and Charles Watt introduced the caustic alkaline process of treating wood which is, to-day, commonly known as the soda pulp process. Between 1870 and 1884 the sulphite process discovered by Tilghman of Philadelphia and perfected by Fry and Eckman of Sweden made possible the production of an all wood fibre sheet that brought the price of paper to a figure, permitting printed matter to be produced in volume. From now on we shall deal exclusively with the papers used in producing books and the advantages some have over others.

Canadian Authors Oppose New Copyright Law

By Frederick D. Hartman

IT has often been demonstrated in many different connections that any act performed solely for selfish interest or for the purpose of "getting even" will very frequently react against the very people it is intended to protect. Such would appear to be the case with the Amendment read before the Canadian Parliament February 21, 1921, as Bill 12—An Act to amend and consolidate the Law relating to Copyright. This Bill, apparently proposed and supported by the Department of Trade and Commerce is a direct slap at the United States Authors and Publishers for the purpose of getting even with them for the "Manufacturing Clause" which demands that an author before obtaining copyright in the United States must have his work printed and bound within the United States.

The United States is practically the only civilized nation not a party to the Berne Convention which first met September 9th, 1886, and last met November 13th, 1908, and formed reciprocal copyright laws between the contracting nations. Canada has been a party to this convention thru her allegiance to the United Kingdom, and it has been possible for American authors to obtain protection for their works in Canada by simultaneously offering them for sale in England with their publication in the United States. But, as before stated, a Canadian author must have his work printed and bound in the United States before receiving protection there.

In 1906 the Canadian Parliament passed a copyright act which gave the Canadian publishers the right to publish any outside work and receive a Canadian copyright, providing the work was printed and bound in Canada, but it did not prevent the importation of foreign works and the sale of a book in Canada is so small as compared with the sale in the United States, this did not form an effective weapon with which to combat the American "Manufacturing" clause. The amendment just referred to which is now under consideration

would prohibit the importation of American works and license pirating of any American book by the Canadian publishers and give them protection for fifty years.

It gradually dawned on the Canadian authors, who represent the makers of all copyrightable material that this would react more severely against themselves, as their greatest sales were made in the United States. Accordingly in response to invitations sent out from the office of the *Canadian Bookman* over one hundred and fifty of the Canadian authors met in Montreal, March 11th and 12th and formed a permanent organization to be known as the Canadian Authors' Association. This organization, with John Murray Gibbon as its president, appointed a committee to be known as the copyright committee to study the new amendment and to bring before Parliament the views of the Canadian Authors' Association with a view to supporting or opposing the new amendment as they saw fit.

This committee consisted of: Arthur Stringer (Chatham, Ont.), Madge Macbeth (Ottawa), R. J. C. Stead (Ottawa), Warwick Chipman K. C. (Montreal) and John Murray Gibbon, acting ex-officio. This committee has visited Ottawa and given the matter careful study and formed its report, part of which is quoted below.

While appreciating the friendly intention of the Government to improve existing copyright conditions in Canada, we have come to the unanimous conclusion that this Bill in its present form contains proposals which, if carried out, would result in grave injustice to the Canadian author, which are not in accordance with international comity, and which do not conform to the recognised interpretation of Copyright, namely "in law, the right, belonging exclusively to the author or his assignees, of multiplying for sale copies of an original work or composition in literature or art."

This Bill proposes to establish formalities in contravention of the spirit and letter of the

Revised Berne Convention set out in the Second Schedule to this Act. (c. f. article 4, page 26.) The new proposals would result in Canada being ranked as an outlaw nation in regard to International Copyright, an embarrassing situation in view of Canada's adherence to the League of Nations.

The licensing clauses in this Bill deprive the author of his right to make his own terms with the Canadian licensee, hand over that right at an arbitrary figure under conditions which would permit the licensee to garble or abbreviate the work without the author's consent, to publish it in a cheap edition without regard to appearance, and to prevent the production or importation of a correct or more presentable edition for a period of fifty years.

Serial Rights

So far as serial rights are concerned, the clauses are drawn up in evident ignorance of the conditions governing serial publication today, would produce disastrous confusion and would inflict grave hardship on a very large number of Canadian authors without conferring any benefit on Canadian literature . . . evidently aimed at the United States, it would deprive the American author of Canadian copyright unless or until the Minister granted that privilege, and would deprive the Canadian author of Canadian copyright if first publication of his work is in the United States, unless the Minister certifies the United States as a privileged nation—a withholding of privilege the continued withholding of which will jeopardize the profitable American market of many Canadian authors, a market which is frequently their chief source of income owing to the naturally small market in Canada itself.

This Bill destroys the reciprocal conditions on which the Canadian Author's right in the United States rests and thus automatically destroys the Canadian Author's protection in the United States, which is at present protected by the Convention between Great Britain and the United States as declared in the Presidential Proclamation of 1910.

Clause 8 of this section (proposed amendment) would permit the Canadian licensee to print without the author's consent a twenty-five cent edition on a two and a half cent royalty of a book which may be well printed (perhaps expensively illustrated) and bound, and is being marketed to his own satisfaction at \$1.50 to \$4.00, on a royalty of 10% to 25%, according to the popularity of the author. That twenty-five cent edition may be garbled and the licensee can prevent the later production or importation of the better edition for fifty years.

In the case of a new edition (which as regards text books is often vital to the reputation of the author) the licensee unwilling to go to the expense of new plates or revisions could prevent the author from issuing a new edition in Canada thru another publisher or importing the new edition printed outside Canada, thus injuring his reputation.

If this licensing system be adhered to in

spite of our contentions, these provisions must be amended so that in case of a book already otherwise printed: (1) the licensee shall be required to produce the author's work in a format equal in quality to that of the original publication unless with the author's consent to any other format. (2) the licensee shall not abbreviate or change the work without the author's consent. (3) the licensee shall pay at least the same royalty percentage as the author retains from the original publisher unless with the author's consent. (4) the licensee shall have the sole right to print such book in Canada for five years only, unless with the consent of the author to a longer period. (5) in cases where revised editions have been printed outside Canada, the licensee in Canada shall be required to print a similar revised edition, or forfeit his license.

The serial licensing system proposed by this Act might be interpreted to deprive a Canadian author selling a serial in the United States of all returns on his "second" and "third" serial rights, in his native country. Besides this, it prejudices a Canadian author before an American publisher, since it prevents the Canadian writer disposing of a product with a clear title, and inferentially bars from Canada any United States periodical containing that product. And it further injures the Canadian author because it not only limits his market, but gives to the magazine editor of his native country the opportunity to supply his fiction needs with material freely commandeered, under his licensing system, from American periodicals. Unfair also is the elimination of competitive bidding in an open market, and the abrogation of an author's traditional rights in his own product—as set out in the Berne Convention.

Motion Picture Rights

Commercially, today, the motion picture returns from a picturized novel far outweigh the book returns, very conservatively they might be stated to be, on the average, three times as great. This Bill fails to protect the author in this field, neglects to enunciate those rights, and fails to stipulate, as any such Act should, that these subsidiary or derivative rights, unless definitely and specifically stipulated or otherwise by special contract or agreement, repose and remain with the author.

The ambiguous wording of Sub-Section 1 of Section 19, in fact, might make the fifth and sixth lines refer to motion picture reproduction, but if this is the construction to be applied Sub-Section 2 of the same Section permits of the appropriation of these picture rights for the ridiculous price of two cents per print of the film. Obviously this sub-section should be redrafted, and the author's compulsion to dispose of valuable cinematographic rights should not be involved in his right of obtaining a copyright on the written, or literary, product of his imagination. The disposal of picture rights should remain untrammelled, with the author.

This Committee is firmly convinced that the

interests of Canadian authors would be best served by immediate adherence to the Revised Berne Convention, and to the Copyright Act of 1911 of the United Kingdom, in so far as its provisions are not rendered unnecessary by the provisions of the Canadian Copyright Act.

This Committee also reiterates its strong opposition to the licensing and importing clauses of this Bill, which it considers pernicious and out of place in a Copyright Act, the function of which is not the protection of printing but the protection of the author.

This Committee recognizes the disadvantages resting upon Canadian printing interests because of the manufacturing condition imposed by the United States, but submits that such disadvantages should not be and cannot

ultimately be remedied by making Canada an outlaw nation in matters of copyright. It suggests that such disadvantages might be removed by negotiation, and it expresses the hope that the Government will institute such negotiations with a view to insuring the property rights of an author in his work in all countries as other forms of property right are now universally recognized.

In an interview last week B. K. Sandwell, editor of the *Canadian Bookman* and Secretary of the Canadian Authors' Association, stated that so strong was the opposition of the authors to the proposed amendment that they proposed to fight it even at the expense of having the present copyright laws remaining unchanged.

Adventures of a Bookseller

By Ketch

"I THINK I will wait for you here," said Mrs. Shopper. "I am very tired, my dear."

"I'll only be a minute," answered Mrs. Didactic. "Here is a seat where you can rest."

Mrs. Shopper sank into the seat, while Mrs. Didactic continued down the store where she approached Mr. Ondeck and said,

"I would like a copy of 'The Deserted Village' by Laurel Ooze."

Mr. Ondeck almost lost his equilibrium.

"Do you—er—yes ma'am."

And he proceeded to produce a copy of Goldsmith's—"Deserted Village" in a cheap cloth edition.

Mrs. Didactic looked at it a moment, then said that it was not the one she wanted.

"No; this is not it."

"Oh. . . . By whom did you say?"

"Laurel Ooze. A small leather bound book. Do you not know it?"

"I'm afraid I don't. Is it something recent?"

"Don't you know?"

"Well, no ma'am, I don't seem to recall that author. But if you will wait a moment I'll look it up."

"Kindly send me somebody who knows something!" exclaimed his customer. "I have no time to waste while you look it up."

Mr. Ondeck called Miss Bittersweet of the general literature section.

"Do you know a book called 'The Deserted Village' by Laurel Ooze?"

"Oh, you mean Goldsmith's—"Deserted Village, don't you?" said Miss Bittersweet with a smile.

Mrs. Didactic flushed purple and tapped the floor with her foot.

"May I speak to the manager?" she said icily.

"Sorry, but he is not in town to-day," replied Mr. Ondeck.

"Well, is there anybody in this store that knows anything about books? Really this is

distressing! It seems strange that a bookstore should know nothing about books."

"I am sorry," said Mr. Ondeck abjectly. "But I am not acquainted with such an author. I suppose it is a parody on the original. Are you sure you have the correct author?"

Mrs. Didactic gasped.

"My dear sir, I saw the book last night! It is published by the Mifflin-Hutton Co., if that will help you any."

"Mifflin-Hutton Co?" said Mr. Ondeck. "I know of no such publishing firm. Could you mean the Houghton-Mifflin Co?"

"Young man!" cried Mrs. Didactic, "I did not come in here to be insulted! Kindly look it up in your catalog—if you have one."

Mr. Ondeck hastily ran thru the Houghton-Mifflin list of new books, but to no avail. Then he looked thru the general catalog under the author but found nothing, and was about to give up when a sudden thought struck him.

"Mr. Detail," said he, "who is it that makes those small leather bound editions of the classics that we had here at Christmas?"

"You mean those Ooze leather booklets? Crowell puts them out, and I think we have one or two left from Christmas."

A moment later Ondeck found the very volume he wanted, neatly boxed and bearing this superscription:

'Deserted Village'—Goldsmith . . . Laurel Ooze.

He hurried with it back to Mrs. Didactic who immediately identified it as the volume she sought.

"Ah! That is it," said she. "Wrap it up please."

A moment later she rejoined her friend at the door.

"My dear!" exclaimed Mrs. Shopper, "What a time you were gone!"

"What can you expect!" cried Mrs. Didactic. "These clerks in here know nothing. They had never heard of Laurel Ooze!"

"I know," said Mrs. Shopper, sympathetically. "They are hopeless!"

Bookshops and Decoration

THAT part of New York that centers around the section of Park Avenue and Fifty-Ninth Street is becoming increasingly one of the most active of bookselling districts, and many of the shops are worth close study as examples of shop planning.

The Neighborhood Bookshop at the corner of Park Avenue and Fifty-Sixth Street was opened by Lawrence Gomme this winter, and has already built up for itself a loyal clientele.

Altho in the midst of an area of imposing apartment houses, this particular block is one of older five-story buildings that was completely remodeled for business purposes. Mr. Gomme has leased the corner, and has about thirty foot frontage on Madison Avenue by fifteen on the side street. This gives a large window space, which has been most effectively used without sacrificing the need for floor area. The English method of bringing the window display shelves close to the glass has been used. Thus only a foot of the store depth is used, and hundreds of books brought close out, where they not only attract attention by their combined colors as one approaches from a distance, but by the jacket paragraphs and open pages when one is close up. Very carefully arranged reflector lights have been designed which throw a brilliant illumination down the whole front of these shelves at night. The display shelves inside have been built up from moveable sections two feet in width and about six feet high. These sections have been moved about and locked fast together to form wall cases and partitions until Mr. Gomme has worked out the arrangement best suited to his floorspace, and by means of careful classification a vast amount of stock is most attractively presented.

At one end room for the rarer items is marked off by bookshelf partitions, an arrange-

ment which gives a more quiet and intimate contact with out-of-the-way material. In this inner room are two chintz covered chairs that came from Dickens' house at Gadshill. One feature of the shelf display immediately attracts the eye of a bookseller, and that is the prominent price figures on the back of each wrapper. Mr. Gomme has found that people like to know the prices, and he has wished to avoid the oftentimes marked out figures on the back of many wrappers. He has had price marks in bold half-inch figures designed, and these pasted on the wrappers make self-service easy.

Another interesting shop on a smaller scale is that opened this month by Miss Gardes at Park Avenue and Fifty-Ninth Street. This shop is an example of what can be done in a front small area by careful thought to fittings. The shop is about ten by fifteen and a few feet from one of the busiest corners. Four feet from the back wall has been built a partition with an arched doorway, leaving a work and storage room behind. The shelves are of most attractive brown stain, and the chief display is on these, the table in the middle being used for a few volumes that seem especially timely. The window is 2½ feet deep, backed by a batik curtain and illuminated by a well selected light hanging low from above. A mirror at the side of the window gives the impression of wider display space. It is so beautiful a window in arrangement and lighting that it easily gets attention among the many windows in that retail section. The shop fittings were designed in consultation with Russell Hertz, a famous interior decorator, and the care in their preparation has resulted in a shop that ought quickly to build up its own neighborhood clientele. Current books, children's books, magazines and a circulating library are features of the shop's plan.

Order Direct Business

THE usual custom in the book-trade, when a dealer wishes to have a volume sent direct to the customer, is to fill out some sort of form so that the publisher may have a proper record and be supplied with a shipping label bearing the bookseller's own address. This kind of business is an important part of good book service, as it frequently enables the bookseller to save one to two days in delivering books, even when the customer may be in his own city, and when the place for delivery is at a distance the time saved is even more valuable.

It is a form of business, however, that puts additional detail upon the shipping departments of publishers, and the retailer, wishing the best service, needs a form of label which will make it easy for the publisher to handle the order without needless writing, and which will leave in the publisher's hand a good record

for later reference. Many publishers are finding that booksellers become careless about using the order-direct method. If, when an order for a book is sent, the address of the consignee is written only on the label enclosed, the shipping department of the publisher is forced to copy this address onto the letter, in order that there may be in his hands record of the order.

Some booksellers have omitted this duplication of address purposely on the theory that it left in the hands of the publisher a buyer's address which the publisher might immediately take advantage of for his own mail order purpose. It is obvious, however, that a publisher must keep some record of where the book has gone, and if there was any intention on his part to pick up addresses from the retailer, a practice that probably never has developed, the address could be as easily copied from the shipping tag as from the attached letter.

Many booksellers, according to the reports of the publishers, do not even enclose a filled in label for use on the package. This opens up the possibility of a mistake in copying. It would seem much better practice always to enclose the label, in which case the responsibility for the correct address rests with the bookseller. Other booksellers put the directions for sending books direct in among typewritten or hand-written lists of other types of orders, with a consequent confusion.

The best practice is to have an order form

with perforated label attached, this order form to be devoted to that one order alone, with a careful description of title and edition and a repetition of the address which is on the label. Each order form should have a number, so that books that go astray can be easily traced. It might be that the Booksellers' Association could work out some uniformity in order systems that would enable the publisher to handle mail direct orders with greater speed and accuracy to the benefit of all.



HOTEL TRAYMORE, ATLANTIC CITY, CONVENTION HEADQUARTERS, MAY 10, 11, 12.

The Booksellers' Convention

THE correspondence which has come to the chairman in charge of the convention activities, indicates there is going to be a large attendance. It is particularly pleasing to note moreover, that most of the members who have written us, say they are going to bring their families. Also a large number have made their reservations at the Traymore and they are planning to go down, Monday evening, May 9 and stay until Friday morning, May 13. Those who have not already done so are advised to reserve their rooms immediately at the Hotel Traymore, the convention headquarters. Rooms are \$4 to \$5 per day per person and up, provided two people occupy a double room. Meals may be

had either à la carte or on the American plan for \$5 a day.

Word comes from the author of the play which is to be given on the evening of May 11, that the last act is about completed and that the cast has been selected and that rehearsals have begun.

A special committee to look after the special features for the banquet has been selected and has just had its initial meeting. All the details have now been planned and four sub-committees appointed which are working in their respective fields. It is unfortunately impossible to give out much information about what these committees are doing, as the whole scheme for the banquet this year

is held a secret, as it is quite different from anything that has been given before.

Whitney Darrow of the entertainment committee announces special convention rates of a fare and a half have been granted by the Trunk Line Association, The Central Passenger Association, the Western Passenger Association, and the Southwestern Passenger Association. Anyone attending the Convention from these districts can secure his return trip ticket for half the regular fare, provided a total of 350 people from these districts take advantage of it. For the Trans-Continental Passenger Association and New England Passenger Association it is impossible to get this convention rate, but those coming from these territories can secure tourists' fares and they should consult their local ticket office regarding this.

A bulletin is being prepared which will be sent out to the members and a copy run in the PUBLISHERS' WEEKLY and *Newsdealer and Stationer*, which will give information in detail about railroad rates.

Mr. Crowell, in charge of the Program Committee, has secured some splendid fea-

ture talks for the convention. Among the speakers who can be announced at this time is Carl H. Milam, secretary of the American Library Association, who will discuss "How Shall We Reach Non-Book Readers?" Henry B. Sell of *Harper's Bazar*, formerly the book editor of the *Chicago Daily News*, and Robert Cortes Holliday, known for his editorship of *The Bookman* and his genial essays, will talk on "What the People Want to Read."

Mr. Crowell plans to have a merchandise manager from one of the great department stores tell how to create a public and how to equip this public with a taste for good books. There will be representatives from large and small bookstores, to discuss the same subject. John R. Wildman, one of the members of the firm of Haskins and Sells, will explain an "Ideal Accounting System for Bookstores."

As an aid to supplement these speeches, and others yet to be announced, there will be a question box at the convention, and the committee in charge have agreed to arrange that every question will be answered, either personally, by mail, or in the column trade of the trade journals.

"The Play's The Thing"

SPILLED are the beans! Out is the secret! We have among us ACTORS! Can you imagine a bunch of book salesmen, publishers and the like going thru the humdrum routine of selling and publishing when the urge to act lies dormant within them, waiting for the one grand opportunity to express itself! Did you know that Johnny Winters possessed a more highly developed dramatic technique than the whole Barrymore family combined? Did you know that Mel Minton could act rings around Lionel Atwill and Hale Hamilton? Talk about talent! Last Friday, the Aldine Club housed the most impressive conglomeration of talent that ever conglomerated at the Aldine Club on April 1st—(curses, that's a hoodoo day). Whitney Darrow, who is chairman of about everything connected with the next Convention of the A. B. A., thought that as long as the talent was available, the book-trade might just as well see it in action.

So said talent tripped its temperamental way to the Aldine Club, where the play was conceived, cast and set in motion. Bob Anderson, (Phil's Brother), the demon author-editor-salesman-advertising man and what not—gave further evidence of his versatility by blossoming forth as a play-wright. He's written a lolapoloosa of a play—a sort of semi-tragic-comedy, with or without custard, and with more or less thrills than "The Fragrant Duke." It is a play that will make you weep when you see it—and of course you won't miss it. Nobody who goes to the Atlantic City Convention will miss it. Even those who do not see it may not miss it. But if you are a bookseller, publisher, salesman or author, you must see the play. My Gawd! how you must see that play!

It is now in rehearsal, under the direction of Professor Anderson and Earl Balch, the boy baritone. Joe Green has not quite decided which part will part him from the remainder of his reputation, but he'll be in the cast. So will Guy Holt, Howard Lewis, the only and original Harry Savage, Mr. Houston's man Crowell, and a choice assortment of handsome devils, handpicked from the wealth of available material.

Is Adam Burger in the cast? Why, of course he is! We thought you knew there simply couldn't be a play without Adam. If we had left him out he would have climbed up the lattice scenery and got in anyway.

Mr. Darrow refuses to reveal the locale of the rehearsals. "We can afford to take no chances," he said, vaguely enough, "but, seriously, we have a good play, a good cast, and a healthy ambition to give the convention two hours of original entertainment."

The Paper Market

THE market prices on book paper have gone down even more rapidly than had been hoped for at the first of the year. The demand has fallen off so that warehouses have been obliged to compete for customers for the first time in three years, and mill finish book paper is currently quoted at about nine cents in the New York market. This is about half of the price for such paper bought in the open market three months ago and a saving of about one-third on the figures quoted on large contracts for last year. It would seem likely from the forecast in the paper trade that the figures now quoted may remain the average cost during 1921.

George H. Mifflin, 1845-1921

ON April 5th, at the family home at 85 Marlboro Street, Boston, George Harrison Mifflin, president of Houghton Mifflin Company, died in his 76th year after an illness of several months. Mr. Mifflin was one of the leading figures in American publishing history, who, in the span of his own publishing experience, bound together the great days of New England writing with the present expansion and increased scope of the best American publishing.

He was born in Boston on May 1st, 1845, son of Charles and Mary (Crowninshield) Mifflin. He graduated from Harvard in the class of 1865. Two years later he joined the house of Hurd & Houghton, this firm being a publishing house organized by Melancthon M. Hurd of New York and Henry O. Houghton, owner and director of the Riverside Press, Cambridge, and conducted under the business name of H. O. Houghton & Company. Five years later he was admitted to the firm.

On the occasion of the celebration of Mr. Mifflin's fiftieth birthday, Mr. Houghton, speaking at a gathering of their organization, told of how Mr. Mifflin had "with wonderful persistence insisted on having an opportunity to prove himself in the business, an opportunity which he secured, and from which beginning he rose step by step to the position he then held."

In 1878 the new firm of Houghton, Osgood & Company organized, taking over the interest of James R. Osgood & Co. and Hurd & Houghton, but with the old firm name of H. O. Houghton & Company still retained in connection with the Riverside Press, which was conducted as a cognate enterprise. This new firm consisted of Mr. Houghton, Mr. Osgood and Mr. Mifflin, and the business was conducted at the former headquarters of the

Osgood house in Boston, the New York store of Hurd & Houghton becoming a branch office in charge of Mr. Oscar Houghton. Mr. Hurd retired on account of ill health, and Benjamin K. Ticknor left the consolidation and became associated with S. D. Warren & Company, the well-known paper house. Two years later in the spring of 1880 Mr. Osgood

withdrew from the firm and again commenced business under the old name of James R. Osgood & Company with Colonel John H. Ammon as partner, a short-lived firm largely devoted to printing.

At this time, 1880, the now famous imprint of Houghton Mifflin & Co. appeared, which has stood for forty-one years tho incorporated anew in 1908 under the title Houghton Mifflin Company, at which time Mr. Mifflin became president of the company. The new partner with Mr. Houghton and Mr. Mifflin was Lawson Valentine, a business man with a genius for organization

and with experience in various journals. A member of the book-trade, writing at the time of the new organization, said: "Mr. Mifflin is an excellent example of a Boston boy who believes in work. Coming from an old family, he might easily have taken to the life of a fashionable dilettante, frequenter of clubs and drawing rooms. Instead of that, soon after graduating from Harvard, he joined the Riverside Press, and, beginning at the beginning, made himself master of all the steps and processes of book-making. No small part of the tasteful appearance and good workmanship of the present products of the Press is due to his skill and conscientious fidelity."

Undoubtedly Mr. Mifflin's training at the practical producing end of publishing has had a strong influence in continuing and developing the high standards of book-mak-



ing which have always been connected with this firm, these standards applying not only to their established books issued as always with great dignity and beauty, but also to the aggressive experimentation, such as was instanced in the years when he gave such full co-operation and backing to Bruce Rogers' work in fine typography on the Riverside Press Books, which set new standards in American typography.

The new firm of Houghton Mifflin & Company had been but a few months organized before it was ready to move from the old Osgood quarters to that most famous of all street addresses connected with American publishing, No. 4 Park Street, still the headquarters of the firm, and still having the same attractive bookish rooms, looking in one direction upon Boston Common and in the rear over the old cemetery, with the Boston Athenaeum beyond.

When the new firm was ready to move to these new quarters in October, there was open house at 4 Park Street, with Thomas Hughes of "Tom Brown" fame as guest of honor. Nothing can more completely indicate the high auspices under which the new organization came into being than to list some of the names of the people who were present on that occasion to wish the three men success with the new imprint. Longfellow was present, and Holmes, Howells and Aldrich, Fields and Whipple of old Boston publishing interests. Bjornson was in this country and became an honored guest. Then, there were Elizabeth Stuart Phelps, Mrs. A. D. T. Whitney, Rose Terry Cooke, Lucy Larcom, Sarah Orne Jewett, Nora Perry and Mrs. Fields. Horace Scudder, who had entered the firm of Hurd & Houghton in 1872 at the same time Mr. Mifflin had joined, but had withdrawn later, as his interests were more in writing, was present; as were Judge Hoar and Senator Hoar, Charles Francis Adams and Chief Justice Gray.

Under such auspices the firm of Houghton Mifflin Company continued its great inheritance that had come to it from the many firms that had gone to make up the new amalgamation. The house which has been built on this foundation is one of the great monuments to publishing vision and ability.

In an interview given in 1914 Mr. Mifflin, speaking of the ideals of his house, said: "I count among the most fortunate experiences of my early business training the time that brought me into such intimate relations with Mr. Houghton, whose native honesty, high ideals and steadfastness of purpose were an inspiration in the early days and continue this day to be a marked influence for our staff. I can recall to-day as if it were yesterday the joy that came to me as a youthful book lover in the late fifties and early sixties as I hailed the books which appeared with the magic imprint 'Printed at the Riverside Press.' Really well printed books were in those days rare.

"The Riverside Press has endeavored steadfastly to maintain the ideals of its founder.

From small beginnings the firm came into the great publishing heritage which brought under its imprint great and abiding names: Longfellow, Emerson, Hawthorne, Lowell, Holmes, Whittier, Aldrich, Bret Harte. The task since that time has been to build on these sure foundations and to multiply the forms and uses to which these writings and later ones could be put. This has been done thru the agency of several departments, general, educational and subscription, in each one of which the governing conditions have been carefully studied and met as far as practical.

"Our catalog, the roots of which extend back to 1832, containing those books which have endured, could tell of long and arduous quests for what seemed best at the time. In later years, in the multiplication of new books and new methods, the house has been trying with the help of many young and enthusiastic members to maintain the standards raised by Mr. Houghton. With the best of intentions it has made and is making mistakes enough, but they have been those of judgment and not intention.

"It realizes to-day, more than it ever has before, that its best asset is the good will of its friends and authors. It is satisfied if after earnest efforts it can add a few books from year to year to its catalog of permanent standard works. But it is only after repeated experiments that time settles what is really permanent. Each such addition to its catalog rejoices the heart of every genuine publisher and is what we are all reaching after, perhaps often, to the vision of the outsider, with indifferent results."

Mr. Mifflin is survived by his wife, Miss Jane Appleton Phillips of Salem, whom he married in 1877, and a son, George H. Mifflin, Jr., who is connected with the firm.

To but few men can it be given to complete so well-rounded a life and so successful a business career. With the finest inheritance that Boston could give and the training of her favored university, he entered energetically into a great industry to learn it from its fundamentals. Coming into an enterprise launched with unusual promise he was an instrument in building it to even nobler proportions. Himself given early opportunity to use his full talents he gave prompt recognition to younger men who associated themselves with the firm. Few professions can give to their followers so personal and lasting a reward as can publishing and few men received more from and have given more to the profession than Mr. Mifflin.

In Memoriam

Sixty years ago, when I was in college, the Yale librarian, Daniel C. Gilman, later the first president of Johns Hopkins University, told our class that when we found a book bearing the imprint of Ticknor & Fields, we could be fairly confident that it was a good book. That statement gave me a disposition to make my living by publishing, and by that

sort of publishing. The house that was then Ticknor & Fields is now the Houghton Mifflin Company, it has always maintained the high tradition which was ascribed to it by high authority sixty years ago, and the friend we have just lost was its head. No higher tribute can be paid an American publisher.

But I can pay a different one equally high. The ambition with which the noble example of the old house inspired me was second to another ambition. I wanted to be an author, and when, in the course of time, I became one, after a fashion, what more natural than that the noble old house should publish for me? Now according to tradition, as an author, I should say that my publisher was a Barabbas. But on the contrary I can only say, and I delight in doing it, that my publisher always was, as he was born, a gentleman.

He is a great loss to his authors, but he passed in the fullness of his years, and the old house, with its high traditions, is still with us.

HENRY HOLT.

The New York Printing Situation

THE first hearing on the demand of the Employing Printers of New York, Closed Shop Section, for a reduction of 25 per cent was held on March 28th. The demand asked for 15 per cent reduction because of the decrease in the cost of living and 10 per cent because of the economic condition of the industry. This first hearing was held before Professor William F. Ogburn, who acted in a like capacity at the proceedings last fall when the increase was granted.

This first hearing was held with Pressmen's Union No. 51 and Paper Cutters' Union No. 119. The Pressmen's Union filed a counterclaim for an increase of \$10 on the present scale of \$51, and the Paper Cutters' Union contended that the present scale of \$45 should not be reduced. Both sides are submitting rebuttal testimony. Three other hearings are up for adjustment. The hearings began April 1st. These are of the Press Feeders' and Assistants' Union No. 23, Job Pressmen and Job Press Feeders' Union No. 1, and the Paper Handlers' Union No. 1. There are three other Unions that have relations with the Employing Printers' Association, but their arrangements did not expire on April 1st, and their readjustment is to be asked on another basis.

As the figures on the increased cost of living were so strongly recognized in the decisions last December, it seems only to be expected that some recognition of this should be obtained by these readjustments.

Chicago Booksellers Meet

THE speaker at the Chicago meeting of the Chicago Booksellers' League, held on the evening of April 4th, was F. Guy Davis, Manager of the American Newspaper Advertising Association. His subject was "The Newspaper and Book Advertising." The

special emphasis of the meeting was on getting acquainted features for the Chicago trade, and the dinner was one of the most successful so far held.



A National Emblem

AN official emblem for the use of all members of the National Association of Stationers and Manufacturers has now been adopted with the idea that it shall be used on letterheads, local advertising, wrappers, salesmen's calling cards, etc. It is also to be reproduced as a window transparency. A prize of one hundred dollars for the best design was offered by President Bauer of the Association, which resulted in the selection of the design that is here reproduced.

The adoption of such an emblem and its national use will throw upon the Association a still further responsibility for improving and standardizing the quality of the service given at stationery stores and probably tend to emphasize still further the need of careful training for the business, the emphasis on which was a decided feature of the last national convention at St. Louis.

The adoption of such an emblem was suggested a few years ago for the Booksellers' Association by F. C. H. Gibbons of Springfield, but the plan was not adopted owing to a feeling that the display of such an emblem would suggest a certain standard of stock and efficiency, and that there were no standards by which to measure the bookstore. It may be that with the improvement in the qualifications of all booksellers and in the professional pride that is taken in the business, booksellers can some day follow the lead of the stationers and adopt an emblem which may appear on the windows or over the reference counters in all bookshops, and which shall really stand for a high grade of book service. The French organization of book publishers has already adopted such an emblem, as was reproduced in the PUBLISHERS' WEEKLY of March 26.

Ashamed of the Movie Version

THOSE who have enjoyed a good book and afterwards been disappointed in the film version will appreciate the recently published letter of William Allen White in reply to a Mrs. Stark, who had testified at a hearing on censorship that "The worst picture I ever saw in Kansas City was written by a Kansas author and called 'In the Heart of a Fool.'"

"My dear Mrs. Stark: I noticed in the newspapers that you said my picture 'In the Heart of a Fool' was the worst picture you ever saw. I quite agree with you. I had nothing to do with the filming of it. I wrote a book which had an entirely different story. I sold the movie right of the book to the outfit that made the picture. Under the court decision, when I sell the movie right, I sell the right to change the plot. They changed the plot and made it a nasty sex thing, and I am just as much ashamed of it as you can be, but I have no rights in the courts. I thank you very much for your frankness in the matter. Sincerely yours,

W. A. WHITE."

Cleaning Up the Movies

THE very wide discussion of the present condition of the films and the action of legislation which is pending in numerous states calling for increased censorship has brought the question of film cleanliness sharply to the front. The members of the National Association of Moving Picture Industry, representing ninety of the principal producers, have announced that they have agreed upon "a definite and concrete plan which will insure against the production of questionable films and will prevent, also, the exploitation of pictures in a manner censored to good taste." They adopted a resolution, calling upon all members to uphold the authorities and to assist in the prosecution of all members who failed to comply with the aim of the Association to make the screen clean and wholesome. The Authors' League, whose members are vitally interested in film production, are suggesting that whatever censorship or control there needs to be should be on a national basis, as state censorship leads to needless difficulty and confusion. The discussion has probably been precipitated by the production of "Way Down East" with a marked contrast between the film and the stage production.

The New "United States Catalog"

A PROMISE that the second supplement to the "United States Catalog" will be ready by August is given out by the H. W. Wilson Company, an announcement that will be extremely welcome by all booksellers and librarians. This supplement starts with January, 1918, and will cover up to June, 1921. The first supplement to the general index, dated January, 1912, covers the years 1912-1917.

Printing Strike in Boston

A SERIOUS situation preliminary to other printing troubles thruout the country has broken out in Boston, where the printing houses posted bulletins that they would make a reduction of four dollars per week in wages, beginning April 4th. The Unions immediately struck, including the compositors, pressmen, feeders, book binders, bindery women and electrotypers. It is estimated that about eighty per-cent of the book and job printers are out, including the plants at Cambridge and Norwood, as well as those at Boston. This includes all the shops that are organized in to the Boston Typothetae Board of Trade. One estimate is that more than twenty-five hundred printing craftsmen are involved in this strike, and the workers are picketing the shops.

On Tuesday the Employers' headquarters reported that one hundred new men had been put to work and that every shop was running even tho with but a slight force, of non-union men or men who tore up their cards.

While the question of wage precipitated the strike, the question of hours is the more persistent subject of discussion. This trouble is connected with the countrywide discussion of the entering of the general printing business on a forty-four hour basis as of May 1st. As has been pointed out in connection with discussion in other cities, the national Typothetae has about five thousand members, about two hundred of these operating on a closed shop basis. This closed shop group passed a resolution at the convention in New York in August 1919 in favor of a forty-four hour week on May 1st 1921. The Employing Printers' Association of New York, Chicago and a few shops elsewhere made subsequent agreements with the Unions for this arrangement, believing that the whole country was to go on the forty-four hour basis. This has, however, not proved so, and at the convention last year at St. Louis both the open and the closed shop sections of the Typothetae passed resolutions against the forty-four hour week. The New York Employing Printers' Association closed shop section intend to stand by their agreement, but have opened up a request for a reduction in wage of twenty-five per-cent as of April 1st. Without this reduction, and in case the men insist on keeping both wage and hour agreement, the shops in New York are bound to be handicapped in competition with the rest of the country in a way that the employers declare will work to the disadvantage of employees as well as employers.

"No home is complete without a library. The mind requires food and recreation as well as the body. Be as careful in selecting your books as you are your food."

—A. L. Burt Company, New York City, in *New Era Magazine*.

Dante Centenary

THE 600th Anniversary of Dante's death falls on September 14, 1921. Preparations for the commemoration of the event are already under way. Houghton Mifflin announces the publication of a complete single-volume edition of the definitive English prose translation of "The Divine Comedy" by Charles Eliot Norton. This has hitherto been available only in the three volume edition. "The Inferno" of Dante with text and translation by Eleanor Vinton Murray has been issued by the Merrymount Press, Boston. The tradition of Dante scholarship in America is long and honorable. The New York Times in a book review of Miss Murray's book said: In 1833, a Venetian refugee, Lorenzo da Ponte made the proud boast that he and he alone had brought Dante to America and had instructed 2,500 Americans in his language.

America's contribution to the Florentine celebration of the 600th anniversary of Dante's birth in 1865 was in every way worthy. It consisted of Norton's monograph on the authentic portraits of Dante, Botta's "Dante as Philosopher, Patriot and Poet," Longfellow's "Inferno," and Parsons's translation of the first seventeen cantos. Half a century later, of the twenty-four complete English translations of the "Commedia" four were the work of Americans, the last to make its appearance on the eve of Italy's declaration of war against her traditional enemy being an inspiring rendering in blank verse by Henry Johnson. Nearly 2,000 books dealing with Dante had been written by Americans and printed on American presses; at Cornell University the Willard Fiske collection had become one of the greatest in the world; the publications of the Dante Society of Cambridge, Mass., had notably led or supplemented the most important research and elucidations in Italy.

"How to Make a Good Book Salesman"

UNDER the above title L. M. Cross of the Vir Publishing Company has issued a valuable little booklet which he has sent out with the compliments of his firm to a large mailing list in the book-trade. It is dedicated "to the wisest of all sales people—the men and women in the business of selling books."

Mr. Cross as editor of "Successful Bookselling" has done great service to the book-trade in bringing it closer together and in circulating practical suggestions for display and selling, and in this book he has put into concrete form a dozen pages of admirable suggestions as to the salesman's attitude toward his store, care and arrangement of stock, the store's general atmosphere, handling of displays, serving customers, etc. Mr. Cross recommends keeping steadily behind the "Buy A Book A Week" campaign, and his book is a generous contribution toward the success of that co-operative enterprise.

Boston Book Sellers Active

AN enthusiastic meeting of the Boston Booksellers' Association was held on Tuesday, March 29th, and it was suggested that a dinner-dance in April should be arranged as a final feature of the year. The Association will also be actively interested in extending hospitality to the American Library Association, which meets at Swampscott in June.

The officers for the ensuing year are: President, Richard F. Fuller, of the Old Corner Bookstore; Vice-President, H. S. Hutchinson, New Bedford; Second Vice-President, Benjamin H. Ticknor, of Houghton Mifflin Co.; Treasurer, W. R. Combie, of New England News Co.; Secretary, Miss Anna Grossman, formerly of Houghton Mifflin Co.; Board of Governors to 1923, Joseph Ryan, of Old Corner Bookstore, and Leroy Phillips.

The Power of a Booklist

A good booklist has an extraordinary lease of life. The famous "Hundred Best Books," with which Sir John Lubbock seems to have started this idea, has been reprinted again and again, sometimes, perhaps, rather turning the new reader away from reading than drawing him to it. Then there have been the "Desert Island Library," and Morley's "The Guest Room Bookshelf," and others.

Recently the New York Public Library printed in its Bulletin a list of the books which they found most generally called for in the central circulating room. This list, which was reprinted in the PUBLISHERS' WEEKLY of January 8th, has been turning up in literary papers, in news columns and elsewhere.

Recently Wanamaker's New York department reprinted the list, with the suggestion that the books could be bought from their stock. The library by this kind of publicity helped the good cause of general book distribution.

So Actors Do Read

IT is always of interest to the book-trade when celebrities will pose for the public press with books in their hands or books on their tables. A March issue of the New York Tribune rotogravure section had photographs of eight of the most popular actors on the metropolitan stage, each reading his favorite book. Grant Mitchell, it seems, favors O. Henry; Holbrook Blinn, Rudyard Kipling; Ernest Glendinning likes Robert Louis Stevenson; Frank Bacon turns to Bret Harte; Alan Dinehart prefers Edgar Allan Poe; Norman Trevor evidently is not tired of the dialog form since he seeks his recreation, and has his photograph taken with Arthur Pinero in his hand; Jacob Ben-Ami prefers Tolstoi; and Rolland Young chooses Max Beerbohm and a pipe for his comfort.

Among the Publishers

A Week's Gleanings of Book-trade News

"THE WALL" is the second volume in the trilogy begun in "The Mask" by John Cour-nos (Doran).

"SVCERMERE," one of Knut Hamsun's most famous novels will be published shortly under the name of "Mothwise" by the London branch of Gyldendal.

A LIMITED edition of five hundred copies of James Oppenheim's "The Mystic Warrior," the story in verse of the struggle between the old and new America, is now published by Knopf.

G. W. DASENT'S "East O' The Sun and West O' The Moon" has appeared in most attractive new dress, in McKay's *Golden Books For Children*. The beautiful color illustrations are by Edna Cooke.

A MUSICAL and literary event, is the publication of Leopold Auer's "Violin Playing As I Teach It," by Stokes. Auer, is unquestionably the greatest teacher of the violin; Elman, Heifetz, Zimbalist, and Seidel are among his famous pupils.

DR. LULU HUNT PETERS has returned to the United States after a service of nearly two years in the Balkans with a Red Cross unit. The fifth edition of her "Diet and Health" (Reilly & Lee) has an additional chapter, sketching some of her experiences in Albania.

THE FIRST night of James Branch Cabell's first play was an event in Richmond recently, at the Little Theater, when "Belthazar's Daughter" dramatized from a tale of mediaeval Italy originally published in *Harper's Magazine*, was produced. "The Rivet in Grandfather's Neck" will be produced in New York next winter.

PAUL B. HOEBER, New York, announces for publication in April "The Life and Times of Ambroise Paré," by Dr. Francis R. Packard, of Philadelphia, editor of the *Annals of Medical History* and author of the "History of Medicine in the United States." Ambroise Paré (surgeon to Charles IX) was the father of modern surgery and was the first to use the ligature. In addition to being a surgeon, he was a courtier and a statesman. The history of Paré's activities gives an excellent picture of Renaissance France. It is interesting to know that the career of Paré as a military surgeon takes us over the same battlefields that were fought on by the A. E. F. in the late war. Not only medical men but those interested in French history will be interested in this book.

HARCOURT, BRACE & Co. will have ready in May, a biography of Queen Victoria by Lytton Strachey, author of "Eminent Victorians."

"ALAN SEEGER," his aunt once said, "gave his life for the beauty of France." Leading French literary men are heading a movement to erect a statue to him in gratitude for his sacrifice.

MARY CAROLYN DAVIES, well known for her poetry, is now a novelist. Her first novel, "The Husband Test" is on the spring list of the Penn Publishing Company, and she is now at work upon a second novel.

"THE GREEN BOUGH" by E. Temple Thurston, which Our London Correspondent has written us has been a best seller over there, has been published in this country by Appleton.

FRANK PACKARD'S new story "Pawned" (Doran) carries its readers thru mystery all the way from New York to the South Seas and back again.

"NOCTURNE" was the story of a single evening in the life of a milliner's assistant. "Cquette," Frank Swinnerton's new novel this spring is the story of eighteen months in the life of a dressmaker's assistant (Doran).

CONINGSBY DAWSON's realistic picture of what peace has done to Europe has the striking title "It Might Have Happened To You." It takes up the questions: Why is Europe Starving? Why Doesn't She Get To Work? What Chance Has Revolution? It is published by John Lane.

MRS. A. M. WILLIAMSON has been in New York arranging for the publication of her new books. She feels that she has a closer connection with spiritual things than most people, says *The Bookman*, and that since his death Mr. Williamson has constantly aided her work. For this reason the books will continue to be signed C. N. and A. M. Williamson.

STOKES has just published a new school and acting edition of Alfred Noyes' "Sherwood," with directions for production by Milnor Dorey. It is adapted for study in English Literature classes and as a commencement play for schools and colleges. It has textual cuts indicated, and directions for production, including staging, lighting, costuming, casting, property lists, stage diagrams, directions for dances and music and many valuable suggestions for interpretation and acting.

Changes in Prices

DORRANCE & COMPANY, INC.

The Pocket Chesterfield, Ed. by Gordon Dorrance, \$1.
JOHN WILEY & SONS, INC.

Physical Chemistry for Electrical Engineers, by
J. L. R. Morgan, from \$2.00 to \$3.00.

Obituary Notes

CHARLES WILBERFORCE AMES, President and General Manager of the West Publishing Company, publishers of law books, died at his home in Minneapolis after a long illness on April 3rd. He was born in that city in 1855 and received the degree of Litt. B. from Cornell in 1878. For a brief period he helped his father edit the *Christian Register* of Boston and then entered the publishing business. He was Vice-President of the America Unitarian Association.

T. ERNEST COMBA, who at one time was American agent for John Lane, London, died after a brief illness on March 25th at his home in Dorset, Vermont, where he had been living for some years.

He was born in England in 1851 and was a member of the firm of Truslove, Hanson & Comba, London, when he came to America in 1900 to establish an American branch for his firm whose business was mainly French, Italian and Spanish books. In time this agency was absorbed by the Lane house, Mr. Comba becoming its manager for about a year.

GEORGE IGNATIUS DORSEY, Vice-President of H. L. Kilner & Company, publishers of Catholic literature, Philadelphia, died on March 27th at his home in that city.

Prize for Journalists

JASON Rogers, publisher of the New York *Globe* has offered a prize of fifty dollars for the best article written by a student of the department of journalism of the University of Kansas on "Journalism Tomorrow." The articles are to be from 500 to 1000 words in length and are to be finished by May 1.

Communications

Fake Reviewers

MARCH 30, 1921.

PUBLISHERS' WEEKLY:

It may interest the publishers to know that some time ago H. D. Frankel of the Pioneer Building, St. Paul, asked us to send him copies of our publications for review in the *St. Paul Daily News*. We sent several books to him, but never received any notice. Later on the Literary Editor, Thomas A. Boyd, wrote asking for copies of our publications for review. We wrote telling him that we had sent a number to H. D. Frankel, and received his reply that this man is in no way connected with the *News*, and that to his knowledge has never been authorized to review books for the paper.

He says that we are not the only publishers who have been asked for books by Mr. Frankel under the impression that they were to be reviewed in the *Daily News*.

G. P. PUTNAM'S SONS,
Per Morgan P. Taylor.

A Children's Week in April

LEADERS of the children's work in the International Sunday School Movement are making plans for an observance of an international Children's Week, beginning Sunday, April 24th, and closing Sunday, May 1st. The leaders in the movement thruout the country are working on programs, and by the time the Week comes there should be ready interesting activities in many directions.

The task of religious education of the children in the churches and in the home can be finely supported by the book-stores by establishing contact with the church workers. The Religious Book Week Committee announce that it has left from its large printing of posters several hundred that would be available for any bookstore which would like to take this matter up again on this last week in April. These posters bear no date, and so would be just as useable as in March.

Another Author-Publisher

ON February 10th, writes the *Publishers' Circular*, Mr. J. Weedon Birch, one of the principals of the enterprising firm of G. Heath Robinson & J. Birch, Ltd., will issue, at 7s. 6d. net, a novel from his own pen, entitled "The Lure of the Honeybird." It is largely based on a personal and intimate knowledge of the veldt, obtained when Rhodes was merely dreaming of Empire making.

J. Wheedon Birch's previous novels were "The White Induna" and "Blood Brothers."

Lower Book Cloth Prices

NEW schedules of prices as of April 1st have been sent out by the Holliston Mills, bringing the prices down about twenty to thirty per cent on different grades. The same mills announced on December 1st a reduction of about the same amount.

Personal Notes

C. E. LAURIAT, JR., President of the Charles E. Lauriat Company, of Boston, sailed on April 2nd for England on the Company's annual business trip. He will be in London for the next two months, buying old and rare books and remainders. His London address is: care of Walford Brothers, 6 New Oxford St., London W. C., England.

OKLAHOMA CITY, OKLA.—The Stevenson Daily News Agency, formerly the March Daily Newspaper Agency, is branching out into the book and stationery lines and correspondence, catalogs and calls from salesmen are invited. Address, as for the past ten years, 108 North Broadway, Oklahoma City.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); O (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, G. F.

Under the Turk in Constantinople; with a foreword by Viscount Bryce. 418 p. O '20 N. Y., Macmillan \$5

Abbott, Lyman

What Christianity means to me; a spiritual autobiography. 11+194 p. D c. N. Y., Macmillan \$1.75 n.

The result of the author's sixty years of Bible study.

Adams, George Burton

Constitutional history of England. 10+518 p. (2 p. bibl.) O (Am. hist. ser.) [c. '21] N. Y., Holt \$3 n.

Allen, Frederic Sturges

Allen's synonyms and antonyms. 15+481 p. O [c. '20] N. Y., Harper \$3 n.

American Automobile Digest, Editorial Staff

Motor truck manual; a practical book of instruction on the construction and care of motor trucks. 148 p. il. diagrs. plans S c. Cin., Am. Automobile Digest \$1

Partial contents: Chassis layout; Radiators and cooling system; Axles and final drive; The steering gear and steering linkage; Wheels, rims and tires; Motor truck governors; Motor truck bodies.

Andree, Richard

Andree's allgemeiner handatlas; mit vollstandigem alphabetischem namenverzeichnis in besonderem bande. 224; 544 p. col. front. col. maps F '21 N. Y., Lemcke & Buechner \$10 n.

Andrews, Matthew Page

The birth of America; an historical drama in three acts. 60 p. D c. '20 Balt., Norman-Remington Co. pap. 50 c.; \$1

Auer, Leopold

Violin playing as I teach it. 223 p. front. (por.) music pors. O [c. '21] N. Y., Stokes \$3 n.

A book intended for the student and the teacher, in which every phase of the art of violin playing is touched upon.

Averill, Lawrence Augustus

Psychology for normal schools; [with an introd. by Ellwood P. Cubberley.] 20+362 p. (3 p. bibl.) D (Riverside textbooks in education) [c. '21] Bost., Houghton Mifflin \$2.25 n.

Avery, C. Louise

American silver of the 17th and 18th centuries; a study based on the Clearwater case; with a preface by R. T. H. Halsey. 99+216 p. O c. '20 N. Y., Metropolitan Museum of Art \$15; \$16

Babcock, Mrs. Bernie Smade

The coming of the King. 359 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$2 n.

A story of the life of Christ.

Bennett, Arnold i. e. Enoch Arnold

Things that have interested me. 11+332 p. O [c. '21] N. Y., Doran \$2.50 n.

One hundred twenty-five sketches of the theater, books, people and life in general.

Blumgarten, Aaron Samuel

Materia medica for nurses; 3rd ed. completely revised. 672 p. O '21 c. '14-'20 N. Y., Macmillan \$2.95 n.

Bramley-Moore, Swinfen

Motors in a nutshell; a plain description of the modern chassis; with il. and diagrs. of the engine, carburetor, magneto, and transmission; together with a section on roadside troubles; also 200 practical questions with references to the pages of the book on which the answers are to be found. [Rev. ed.] 166 p. D N. Y., Spon & Chamberlain, 120 Liberty St. pap. 80 c. n.

Brandon, Edgar Ewing

Series lessons for beginners in French; with elementary grammatical and composition exercises; [pts. 1 and 2.] 120 p. S (Independent authors ser., no. 2 and 3) c. '20 Milwaukee, Wis., Modern Language Press pap. ea. 75 c.

Brasol, Boris L.

The world at the cross roads. 409 p. O [c. '21] Bost., Small, Maynard \$2.50 n.

Partial contents: Europe on the eve of the World War; "The hidden hand" in the Russian revolution; The "Third Internationale."

Buchanan, E. E.

Tables of squares; containing the square of every foot, inch and sixteenth of an inch, between one-sixteenth of an inch and fifty feet; for engineers and calculators; 11th ed. 167 p. il. O N. Y., Spon & Chamberlain \$1.25 n.

Burleson, Adele Steiner [Mrs. Albert Sidney Burleson]

Every politician and his wife; with an introd. by Thomas R. Marshall. 12+177 p. D [c. '21] Phil., Dorrance & Co. \$1.75 n.

A novel in which political life in Washington today is depicted.

Cadman, Samuel Parkes

Ambassadors of God; [new and cheaper ed.] 353 p. O '21 c. '20 N. Y., Macmillan bds. \$2.50 n.

Carducci, Giosuè

A selection from the poems of Giosuè Carducci; tr. and annotated with a biographical introd. by Emily A. Tribe. 82+154 p. O '21 N. Y., Longmans, Green bds. \$5 n.

A translation of the poetry of the great modern poet of Italy with an introduction to each poem, and notes to the more difficult passages.

Carrington, Hereward [Hubert Lavington, pseud.]

Death; its causes and phenomena; with special reference to immortality. 6+307 p. (11 p. bibl.) front. O c. N. Y., Dodd, Mead \$3 n.

This volume deals with the subject of death from its physiological, historical and psychical aspects.

Clark, John Jesse

The slide rule; an elementary treatise. 62 p. tabs. fold. chart D '21 c. '09 Phil., McKay \$1 n.

Clibbens, Douglas A.

The principles of the phase theory; heterogeneous equilibria between salts and their aqueous solutions. 20+383 p. diagrs. O '20 N. Y., Macmillan \$10 n.

Cole, Cyrenus

A history of the people of Iowa. 588 p. il. pls. maps O [c. '21] Cedar Rapids, Ia., The Torch Press \$7.50

Comey, Arthur Messinger

A chemical solubilities dictionary; 2nd rev. and enl. ed. 1140 p. O c. N. Y., Macmillan \$14

Committee (The) on the War and The Religious Outlook, ed.

Christian unity; its principles and possibilities. 14+386 p. O c. N. Y., The Assn. Press \$2.85 n.

Partial contents: The war and Christian unity; The present situation in the denominations; Undenominational movements in the United States; Movements toward union in other countries.

Commons, John Rogers

Races and immigrants in America; new ed. 242 p. il. D c. '20 N. Y., Macmillan \$2.50

Cornaro, Lewis

How to live 100 years; [tr. from the Italian

of the Venice ed. of 1612.] 128 p. D '21 Girard, Kas., Appeal to Reason bds. 25 c.

Cravens, George W.

Welding; a practical treatise on the applications of electric, gas and thermit welding to manufacturing and repair work. 4-138 p. il. pl. O '21 c. '20 Chic., American Technical Society \$1.50

Cromwell, J. H.

A system of easy lettering; with a supplement showing thirteen new alphabets; 12th ed. 39 p. O N. Y., Spon & Chamberlain pap. 75 c. n.

Cross, Charles Frederick, and Bevan, Edward John

A text-book of paper-making; containing additional matter, and in part rewritten with collaboration of J. F. Briggs. 11+527 p. (8 p. bibl.) front. il. pls. (part fold.) O '20 N. Y., Spon & Chamberlain \$10 n.

Cross, H. H. U.

Automobile batteries; construction, charging, repair and maintenance. 109 p. il. D N. Y., Spon & Chamberlain \$1.50 n.

Darling, C. A.

Pyrometry; the measurement of high temperatures; [Rev. ed.] 240 p. il. O N. Y., Spon & Chamberlain \$4 n.

Darrow, Clarence Seward

The open shop. 32 p. D Chic., C. H. Kerr & Co. pap. 10 c.

Dasent, Sir George Webbe

East o' the sun and west o' the moon; [il. by Edna Cooke.] 289 p. col. front. col. pls. D (The golden books for children) [c. '21] Phil., McKay \$1.50 n.

Davis, Nettie Stewart

Vocational arithmetic for girls. 137 p. D c. '20 Milwaukee, Wis., Bruce Pub. Co. 70 c. n.

Dean, Arthur W.

Modern publicity; a plea for art in advertising. 70 p. D '21 N. Y., Pitman \$1

Partial contents: A definition of publicity; The public and its relation to media; Originality; On the preparation of lay-outs; The American advertisement; 1913 and to-day.

Domville-Fife, Charles

The states of South America. 287 p. il. O '20 N. Y., Macmillan \$5

Donald, C. H.

Companions; feathered, furred and scaled; with il. from photographs. 159 p. front. pls. D '20 N. Y., J. Lane \$2 n.

Sketches of the wild creatures that inhabit the Himalayas, many of these chapters appeared in *The Times of India Illustrated Weekly*.

Carnegie Institution of Washington

Annual report of the Director [George E. Hale] of the Mount Wilson Observatory; extracted from Year book no. 19, for the year 1920, various paging (2½ p. bibl.) tabs. O Wash., D. C., Carnegie Inst. of Washington pap.

Year book no. 19, 1920. 21+424 p. (9¼ p. bibl.) tabs. charts fold. col. maps pls. Q Wash., D. C., Carnegie

Inst. of Washington pap. apply

Clark, Hubert Lyman

The echinoderm fauna of Torres Strait; its composition and its origin, v. 10. 8+223 p. pls. (part col.) tabs. fold. map Q (Dept. of Marine Biology pub. 214) '21 Wash., D. C., Carnegie Institution of Washington pap. apply

Douglas, Norman

They went. 274 p. D c. N. Y., Dodd, Mead & Co. \$2 n.

Drake, Durant

Problems of conduct; an introductory survey of ethics. 13+455 p. D [c. '21] Bost., Houghton Mifflin \$2.25 n.

Dunning, Hector W.

Nile to Aleppo. 287 p. il. Q '20 N. Y., Macmillan \$7.50

Eden, Thomas Watts, and Lockyer, Cuthbert Henry Jones

Gynecology for students and practitioners; new ed. 928 p. il. O '20 N. Y., Macmillan \$12.50 n.

Félice, Roger de

French furniture under Louis XVI and the Empire; tr. by F. M. Atkinson. 142 p. col. front. pls. D (Little illustrated books on old French furniture, no. 4) N. Y., Stokes \$1.60 n.

Descriptions of doors, cupboards, sideboards, desks, chairs, tables, beds, mirrors, and other pieces for the collector.

Floyd, Juanita Helm

Women in the life of Balzac; [with an introd. by Princess Radziwill.] 34+320 p. (16½ p. bibl.) front. pls. por. O c. N. Y., Holt \$3 n.

Partial contents: Relatives and family friends; Literary friends; Sentimental friendships.

Foster, George Burman

Christianity in its modern expression. 294 p. por. O [c. '21] N. Y., Macmillan \$3.75 n.

Freeman, Lewis R.

Hell's hatches. 291 p. D c. N. Y., Dodd, Mead \$2 n.

A story of the Southern Pacific Islands.

Garesché, Edward Francis

Social organization in parishes. 340 p. O c. N. Y., Benziger Bros. \$2.75 n.

Partial contents: Organizing the parish; Sodalties for special classes of persons; Section for sodality welfare; Sections for the help of the neighbor.

Du Mez, Andrew Grover

Digest of comments on The pharmacopoeia of the United States of America [9th decennial rev.], and on the National formulary [4th ed.]; for the calendar year ending Dec. 31, 1917. 340 p. O (U. S. Hygienic laboratory, bull. no. 125; Treasury Dept. U. S. Public Health service) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. 25 c.

Duganne, W. T.

The army bugler; a manual of instruction for buglers of all arms of the service. 46 p. il. (music) O (War dept., no. 1019; Office of the adjutant general) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Federation for Child Study. Children's Literature Committee

A selected list of books for children; cumulative selection, 1909-1920; [a bibliography]. 87 p. O '20 N. Y., Federation for Child Study, 2 W. 64th St. pap. 45 c.

Gilbert, Frank Dixby

Bender's manual; supervisors', county and town officers' manual, containing the county, town, high-

Garner, James Wilford

International law and the World War; 2 v. 18+524; 12+534 p. O (Contributions to international law and diplomacy) c. '20 N. Y., Longmans, Green \$24 n.

Partial contents: The status of international law at the outbreak of the war; Treatment of enemy aliens; Submarine warfare; Violations of the Geneva convention; Treatment of prisoners; The German invasion of Belgium; Miscellaneous questions of neutrality. The author is professor of political science, Univ. of Illinois.

Glenconner, Pamela Genevieve Adelaide Wyndham, Lady

The earthen vessel; a volume dealing with spirit-communication received in the form of book-tests; with a preface by Sir Oliver Lodge. 26+155 p. D c. N. Y., J. Lane \$1.50 n.

Graham, Peter Anderson

Highways and byways in Northumbria; with il. by Hugh Thomson. 380 p. O (Highways and byways ser.) '20 N. Y., Macmillan \$3 n.

Griston, Harris Jay

Introduction to The merchant of Venice; with a preface by Daniel A. Huebsch. 15+146 p. S [c. '21] Cleveland, O., The Haysmar Pub., Garfield Bank Bldg. \$1.75

A discussion of the legal proceedings of which Shylock availed himself.

Harris, Corra May White [Mrs. Lundy Howard Harris]

My son. 274 p. D [c. '21] N. Y., Doran \$1.90 n.

The story of the son of a circuit rider's wife.

Hassall, Arthur

European history, chronologically arranged; 476-1920; new ed. 439 p. D ['97-'20] N. Y., Macmillan \$4 n.

Herbert, Mrs. S.

Fundamentals in sexual ethics. 250 p. diagrs. O '20 N. Y., Macmillan \$4.50

way, general municipal, tax and poor laws in full, and all other statutes of the state of New York, relating to boards of supervisors, town boards, county and town officers, and the affairs and business of counties and towns, as amended to the close of the Legislature of 1920; with decisions, annotations, explanatory notes, cross references, forms, a digest of fees of county and town officers, and a time-table showing when the duties of such officers are to be performed; 10th ed. by Fletcher A. Blanchard; [previously issued under title: State of New York; town and county officers' manual; and Manual for supervisors, county and town officers.] 6+24+1358 p. forms, tabs. O c. '20 Albany, N. Y., M. Bender & Co. buck. \$12 subs. ed.

Gunners' instruction; railway artillery. 2+119 p. (1 p. bibl.) il. diagrs. O [c. '21] Fort Monroe, Va., Journal U. S. Artillery 50 c.

Hamilton, J. G. de Rouillac, and others

The free negro in North Carolina; [and] Some colonial history of Craven County. 74 p. tabs. O (The James Sprunt hist. pub., v. 17, no. 1) '20 Chapel Hill, N. C., The Univ. of North Carolina pap. apply

Highman, Walter James

Dermatology; the essentials of cutaneous medicine. 482 p. il. O [c. '21] N. Y., Macmillan \$6 n.

Hough, Benjamin Olney

Practical exporting; a handbook for manufacturers and merchants; 6th ed. 5+529 p. forms (part fold.) O [c. '15-'20] N. Y., The Johnston Export Pub. Co. \$6 n.

Hovgaard, William

Modern history of warships; comprising a discussion of present standpoints and recent war experiences. 11+502 p. il. pls. O N. Y., Spon & Chamberlain \$14 n.

Hudson, Holland

The shepherd in the distance; a pantomime in three scenes; first produced by the Washington Square Players at the Bandbox Theatre, New York City. 28 p. D (Stewart Kidd modern plays) [c. '21] Cin., Stewart & Kidd pap. 50 c. n.

One of a new series of plays edited by Frank Shay.

Ingalese, Richard, and Ingalese, Isabella

Fragments of truth. 322 p. O c. N. Y., Dodd, Mead \$2.50 n.

Essays on psychic phenomena.

Jegi, John I.

Syllabus of human physiology for high schools, normal schools, and colleges. 264 p. D '21 c. '01 Milwaukee, Wis., C. N. Caspar \$1.25 n.

Formerly published by S. Y. Gillan & Co., Milwaukee, Wis., in 1901.

Johnston, Sir Harry Hamilton

The man who did the right thing; a romance. 446 p. D c. N. Y., Macmillan \$2.50 n.

A story founded on facts, of Unguja and elsewhere in East Africa, while the author was exploring in Africa.

King, Grace

Old families of New Orleans and their homes. 465 p. il. D c. N. Y., Macmillan \$5

Kirk, John George, and Street, James Layman

Bookkeeping for modern business; script by Rene Guillard. 236 p. il. (forms) c. '20 Phil., Winston \$1.60 n.

Knight, Sarah Kemble

The journal of Madam Knight; with an introductory note by George Parker Winship; printed by Bruce Rogers for the publishers. 14+72 p. front. (fold. map) nar. D

'20 Bost., Small, Maynard \$7.50 n. [525 copies]

The private journal kept by Madam Knight on a journey from Boston to New York in the year 1704, which was first printed in 1825.

Lake, Kirsopp

Landmarks in the history of early Christianity. 147 p. O '20 N. Y., Macmillan \$3 n.

Langdale, John W.

Citizenship and moral reform. 157 p. D [c. '21] N. Y. and Cin., Abingdon Press \$1.25 n.

Partial contents: The call of citizenship; The eighteenth amendment—the enactment of Christian conscience and intelligent patriotism; The abolition of poverty; The new criminology.

Lay, Wilfrid

Man's unconscious spirit; the psychoanalysis of spiritism. 337 p. D c. N. Y., Dodd, Mead \$2 n.

This work is divided into three parts, pt. 1, Consciousness; pt. 2, The unconscious of psychoanalysis; pt. 3, The unconscious spirit.

Lewis, George Griffin

The practical book of oriental rugs; new 5th ed.; [with extra plates.] 375 p. col. front. pls. (part col.) il. fold tab. fold. map O '20 c. '11-'20 Phil., Lippincott \$10 n. bxd.

This edition contains 32 color-plates, 92 in double-tone, and 70 designs.

Levermore, Charles Herbert

What the League of Nations has accomplished in one year; January to December, 1920; first year book of the League. 77 p. Q [c. '21] Brooklyn, N. Y., The Brooklyn Daily Eagle, Eagle Bldg. pap. 50 c.

A dispassionate review of the work of the League based upon the records of the Official Journal and auxiliary publications issued by the Secretariat of the League. Index.

Lyell, W. D.

The house in Queen Anne Square. 7+ 497 p. D c. N. Y., Putnam \$2 n.

A mystery story with the scene laid in Edinburgh.

McBeth, Ann, and Arthur, Ann K.

An embroidery book. 184 p. il. O '20 N. Y., Macmillan \$4 n.

McConnell, Francis John

The church and its property. 130 p. D c. '20 N. Y., Macmillan \$1.50 n.

Manley, Harold Phillips

The motor cycle handbook; the construction, operation, care and repair of modern types of motor cycles; their accessories and equipment. 9+320 p. il. D c. '20 Chic., F. J. Drake \$1.50 n.

Livingston, Mrs. Flora V. Milner

Swinburne's proofsheets and American first editions; bibliographical data relating to a few of the publications of Algernon Charles Swinburne; with notes on the priority of certain claimants to the distinction of Editio princeps. 32 p. facsms. O '20 Cambridge, Mass., Cosmos Press priv. pr.

Lucas, Frederic Augustus

A first chapter in natural history; being the introd. to Champlin's Young folks' cyclopedia of

natural history. 19 p. O (Am. museum of natural hist., guide leaflet, no. 51) [c. '20] N. Y., Am. Museum of Natural History, Columbus Ave. and 77th St. apply

Maanen, Adriaan Van, and Wolfe, Coral

On the systematic differences in trigonometrically determined parallaxes. 18 p. tabs. O (Contributions from the Mount Wilson Observatory, no. 189) '20 Wash., D. C., Carnegie Institution of Washington pap. 40 c.

Marcy, Mary E.

Open the factories. 31 p. D Chie., C. H. Kerr & Co. pap. 10 c.

Mason, William Albert

The history of the art of writing. 502 p. il. O c. '20 N. Y., Macmillan \$6.50

Matthews, Mary Lockwood

Elementary home economics; first lessons in sewing and textiles, foods and cookery, and the care of the house. 20+343 p. front. il, diags. D '21 Bost., Little, Brown \$1.50 n.

Mercur, William H.

System for indexing and classifying clinical case histories and medical literature; for use with the Y & E clinical index. 132 p. S c. '20 Rochester, N. Y., Yawman & Erbe Mfg. Co. pap. \$5 n.

Morris, John Van Liew

Employee training; a study of education and training departments in various corporations. 23+311 p. (5 p. bibl.) forms diags. D [c. '21] N. Y., McGraw-Hill \$3 n.

Mortensen, Martin

Management of dairy plants. 258 p. diags. O c. N. Y., Macmillan \$2.40

Moses, Alfred Geiger

Psychology of health, joy and success; or, Applied psychology of Judaism. 263 p. D c. '20 New Orleans, La., [Author] \$3.50 n.

Neilson, William Allan, and Thorndike, Ashley Horace

A history of English literature. 467 p. col. front. il. D c. '20 N. Y., Macmillan \$2.40 n.

Newell, Lt. Col. H. A.

Topee and turban; or, Here and there in India. 12+292 p. front. pls. O '21 N. Y., J. Lane \$5 n.

A record of travel thru India by road and river, illustrated from photographs.

Noyes, Alfred

Sherwood; or, Robin Hood and the three kings; school and acting ed.; with directions for production by Milnor Dorey. 205 p. diags. D [c. '11-'21] N. Y., Stokes \$1.75 n.

Directions for production including staging, lighting, costuming, casting, property lists, directions for dances and music and suggestions for interpretation and acting.

Oakey, Francis

Principles of government accounting and

reporting. 21+561 p. tabs. forms O (The Inst. for Government Research; principles of Administration) c. N. Y., Appleton \$5 n.

A study of the manner in which government accounts should be kept.

O'Brien, Frederick

Mystic isles of the South Seas. 15+534 p. front. pls. O c. N. Y., Century Co. \$5 n.

A record of the author's impressions of his life in Tahiti and Moorea. This is the second volume of the trilogy which will cover the whole subject of Mr. O'Brien's journeys among these uncivilized races of the South Seas.

O'Brien, Michael Joseph

The McCarthys in early American history. 22+322 p. col. front. tabs. O c. N. Y., Dodd, Mead \$2.50 n.

The story of the McCarthy family, who arrived in America in 1635, and of their part in the making of America.

Ogg, Frederic Austin

The government of Europe; new rev. ed. 775 p. O [c. '20] N. Y., Macmillan \$4.25

Osgood, William Fogg

Elementary calculus. 224 p. D c. N. Y., Macmillan \$2.40 n.

Pagé, Victor Wilfred

The modern motor truck design, construction, operation, repair commercial applications; a complete treatise on all forms of motor trucks propelled by gasoline or electric power; considering in detail everything one needs to know about motor trucks, their care, operation and economical use; includes full instructions, in simple language, for handling all leading makes of trucks and making necessary repairs; shows all types of special bodies; invaluable to truck owners, chauffeurs, traffic managers, shop superintendents, truck salesmen, mechanics, and repair men; every phase of the subject is treated in a practical, non-technical manner; il. by specially made engravings; the il. defining construction of parts that are made from accurate motor truck engineering drawings; [1921 ed.] 962 p. pls. plans diags. charts tabs. forms O c. N. Y., The Norman W. Henley Co., 2 W. 45th St. \$5

Payne, Will

Overlook house. 273 p. D '21 c. '20 N. Y., Dodd, Mead \$2 n.

A mystery story.

Nelson, Thomas Paine

Health and accident insurance policies under the Standard provisions law; report of an investigation by [the author.] 4+105 p. O c. '20 Madison, Wis., Blued Print Co. \$3

New York [State]. Laws, Statutes, etc.

Miscellaneous labor laws with amendments, additions and annotations to August 1, 1920; issued under the direction of the Industrial commission; prepared by the Bureau of statistics and information. 151 p. O '20 Albany, N. Y., N. Y. [State] Bu. of Statistics and Information pap. gratis

Workmen's compensation law with amendments,

additions and annotations to August 1, 1920; issued under the direction of the Industrial commission; prepared by the Bu. of statistics and information. 114 p. O '20 Albany, N. Y., N. Y. (State) Bu. of Statistics and Information pap. gratis

Parsons, Francis

The British attack at Bunker Hill; a paper read at a meeting of the Col. Jeremiah Wadsworth branch, Conn., society of the Sons of the American revolution, Hartford Club, April 9, 1920. 35 p. O (Pub. no. 3) '21 Hartford, Conn., Col. Jeremiah Wadsworth Branch, Sons of the Am. Revolution priv. pr.

Pitman, Isaac

Advanced reporting exercises in Pitman's shorthand; a ser. of exercises in advanced phraseography; with key in ordinary print; [centenary ed.] 78 p. D N. Y., Pitman pap. 60 c.

Poole, Henry E.

High tension switchgear; describing the design, construction, and functions of the leading types of switch gear used in the control of high-tension electrical plant. 118 p. diagrs. S (Pitman's technical primers) '21 N. Y., Pitman bds. \$1

Pound, Louise

Poetic origin and the ballad. 247 p. O c. N. Y., Macmillan \$2.50 n.

Railey, Julia Houston

Show down. 8+348 p. D c. N. Y., Putnam \$2 n.

The story of a girl who faces the world on her own, and combats crooks and crookedness fearlessly.

Raven, Charles E.

Christian socialism; 1848-1854. 12+396 p. O c. '20 N. Y., Macmillan \$6.50 n.

Reed, Anna Yeomans [Mrs. J. A. Reed], and Woelpper, Wilson

Junior wage earners; prepared especially for the information and use of business men, normal schools, teachers' colleges, public school teachers, and employees of the United States employment service. 171 p. D c. '20 N. Y., Macmillan \$1.24

Reese, Lizette Woodworth

Spicewood. [verse] 64 p. D c. '20 Balt., Norman-Remington Co. bds. \$1.50 bxd.

Fifty-one poems, many of which have appeared in *Scribner's*, *Harper's*, *Smart Set*, *Contemporary Verse*, and other magazines.

Rickard, L. [Mrs. Victor Rickard]

A reckless Puritan. 301 p. D [c. '21] N. Y., Doran \$1.90 n.

Robertson, Greta

The book of conundrums. 48 p. D [c. '21] Cin., Stewart & Kidd pap. 50 c. n.

Conundrums for bachelors, doctors, lawyers as well as those of the patriotic, war, author and Bible varieties.

Robinson, Edwin Arlington

Avon's harvest. [verse] 65 p. D c. N. Y., Macmillan bds. \$1.50 n.

Roe, Edward Thomas

Lessons in business; a complete compendium of how to do business by the latest and safest methods; census ed.; [cover title: Seven hundred lessons in business.] 512 p. il. map forms tabs. D '21 c. '20 Chic., The John A. Hertel Co., 9 S. Clinton St. \$2.50

Scott, Sir Walter, Bart.

The lady of the lake; ed. with introd. and notes by Ebenezer Charlton Black. 55+214 p. front. (por.) il. S (Standard English classics) [c. '21] Bost., Ginn 68 c. n.

Shaw, Ben, and Edgar, James

Patternmaking; a practical treatise describing pattern-making methods and appliances; with numerous examples from practice. 12+108 p. diagrs. S (Pitman's technical primers) '21 N. Y., Pitman bds. \$1

Simons, Theodore

Compressed air; a treatise on the production, transmission and use of compressed air; 2nd ed. 13+173 p. il. tabs. diagrs. O '21 N. Y., McGraw-Hill \$2 n.

Stace, Walter Terence

A critical history of Greek philosophy. 306 p. D c. '20 N. Y., Macmillan \$2.40 n.

Stobbs, T.

Weights of steel bars, sections and plate tables. 102 p. O N. Y., Spon & Chamberlain \$2.50 n.

Strong, John Ruggles

Note upon the "Dark lady" series of Shakespeare's sonnets. 5+197 p. front. pls. D c. N. Y., Putnam \$2.50 n.

Partial contents: The publication of the sonnets; Mary Fytton; The result to Shakespeare; The Fytton letters.

Swain, Richard La Rue

What and where is God?; a human answer to the deep religious cry of the modern soul; [new and cheaper ed.] 255 p. D '21 c. '20 N. Y., Macmillan bds. \$1.50

Swift, H. B.

Practical electric welding. 108 p. il. O N. Y., Spon & Chamberlain \$4 n.

Taylor, Albert D., and Cooper, Gordon D.

The complete garden. 28+440 p. (8¼ p. bibl.) front. pls. (part col.) Q c. Garden City, N. Y., Doubleday, Page \$6 n.

Directions for all kinds of gardens, including informal and landscape designs, with tables for planting for any part of America.

Seares, Frederick Hanley

The surface brightness of the galactic system as seen from a distant external point and a comparison with spiral nebulae; Magnitudes of faint comparison stars for Nova Persei, no. 2. various paging diagrs. tabs. O (Contributions from Mount Wilson Observatory, nos. 191 and 192) '20 Wash., D. C., Carnegie Institution of Washington pap. apply

Shapley, Harlow

Studies based on the colors and magnitudes in stellar clusters; 17th paper; miscellaneous results. 13 p. pls. tabs. chart O (Contributions from the Mount Wilson Observatory, no. 190) '20 Wash.,

D. C., Carnegie Institution of Washington pap. apply

Shapley, Harlow, and Davis, Helen N.

Studies of magnitude in star clusters, XII; Summary of a photometric investigation of the globular system Messier 31. 3 p. diagrs. O (Communications to the Nat. Acad. of Sciences, no. 70) '20 Wash., D. C., Carnegie Institution of Washington pap.

Starkevart, Alfred Henry

The North American species of drosophila. 150 p. (7½ p. bibl.) pls. (part col.) tabs. il. O (Pub. no. 301) '21 Wash., D. C., Carnegie Institution of Washington pap.

Thurston, Ernest Temple

The green bough. 317 p. D c. N. Y., Appleton \$2 n.

The story of a woman who thrust aside her narrow life for a life in a broader sense with a career, love and sorrow until she reached the heights of her ambitions.

Traffic (The) Publishing Co., comp.

The freight traffic red book; a practical reference book for those actively engaged in traffic work; an everyday guide for the shipper; a condensed but comprehensive text-book for the student of freight transportation; 1920, 1st rev. ed. 428 p. tabs. forms Q '21 c. '20 N. Y., The Traffic Pub. Co., 150 Lafayette St. \$6

Partial contents: Freight classifications; Rate bases; War revenue tax on freight charges; Interstate Commerce Commission tariff rules; Compulsory testimony act; Foreign trade definitions; Drawbacks; U. S. Shipping Bd. tariff rules; The Merchant Marine act.

Turquoise work of Hawikuh, New Mexico.

30 p. col. front. col. pls. il. F (Leaflet no. 2) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Walksden, S. L.

Aeroplanes. 113 p. il. O N. Y., Spon & Chamberlain pap. 75 c. n.

Walsh, James Joseph

Medieval medicine. 221 p. il. D '20 N. Y., Macmillan \$3

Ward, James

History and methods of ancient and modern painting; v. 3; Italian painting of the 15th and 16th centuries; including the work of the principal artists of the Florentine, Umbro-Florentine, Paduan, Muranese, and Venetian; to the Vivarini and their followers; schools; continued from v. 2. 10+301 p. pls. O '21 N. Y., Dutton \$6 n.

Waterman, Thomas Talbot, and others

Native houses of western North America. 97 p. (20 p. bibl.) front. (fold. col. map) tabs. S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Webster, F. B., ed.

Shipbuilding cyclopedia; a reference book covering definitions of shipbuilding terms, basic design, hull specifications, planning and estimating, ship's rigging and cargo handling gear, tabs. of displacement of com-

modities, arrangement and working drawings of modern vessels, and a composite catalog of marine equipment. 1200 p. il. pls. O c. '20 N. Y., Simmons-Boardman Pub. Co., Woolworth Bldg. \$10 n.; leath. \$15 n.

Weeks, Rufus W.

Socialism of Jesus. 64 p. D '21 Girard, Kas., Appeal to Reason bds. 25 c.

Wells, Margaret Elizabeth

A project curriculum; dealing with the project as a means of organizing the curriculum of the elementary school. 338 p. pls. D (School project ser.) [c. '21] Phil., Lippincott \$2 n.

Wentz, Ardel Ross

When two worlds met; the diet at Worms, 1521. 73 p. front. D [c. '21] Phil., The United Lutheran Pub. House pap. 35 c.; 65 c.

The story of Martin Luther.

White, Viola C.

Horizons. [verse.] 80 p. D (The Yale ser. of younger poets) c. New Haven, Conn., Yale Univ. Press bds. \$1.25

Whittemore, Luther Denny

Elementa prima; the elements of Latin; with the editorial collaboration of George Depue Hadzsits. 23+460 p. front. il. maps D c. '20 Phil., Winston \$1.50 n.

Williams, Joseph

Joseph Williams overland expedition to Oregon—1841; narrative of a tour from the state of Indiana to the Oregon Territory, in the years 1841-2; new ed.; with historical introd. by James C. Bell, jr. 95 p. D '21 N. Y., The Cadmus Bk. Shop, 312 W. 34th St. \$10 [250 copies]

Willsie, Honoré McCue [Mrs. Henry Elmer Willsie]

The enchanted canyon. 347 p. D c. N. Y., Stokes \$2 n.

An American novel, with the scene centering about Colorado's Grand Canyon.

Wright, Howard T.

Organization; as applied to industrial problems. 268 p. il. O '20 Phil., Lippincott \$8 n.

Young, Francis Brett

The tragic bride. 8+254 p. D [c. '21] N. Y., Dutton \$2 n.

The story of a young Irish girl who is forced into an unsuitable marriage with a man much older than herself.

University of California. Alumni Association

Books and the ideal state. 13 p. O (Pub. no. 2) '21 Seattle, Wash., The Alumni Assn., Univ. of Washington pap.

Washburn, Edward Wright, and others

Dissolved gases in glass. 39 p. diagrs. plans pls. O (Univ. of Ill. bull. no. 118, v. 18, no. 15; Engineering experiment station) '20 Urbana, Ill., Univ. of Illinois pap. 20 c.

Woodruff, Edwin Hamlin

A selection of cases on the law of domestic relations and persons; 3rd, rev. and enl. 18+753 p. O c. '20 N. Y., Baker, Voorhis & Co. buck. \$5

Young, Mary Sophie

The seed plants, ferns and fern allies of the Austin region. 98 p. O (Univ. of Texas bull., no. 2065) '20 Austin, Tex., Univ. of Texas pap.

The Publishers' Weekly

62 West 45th Street, New York

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The Publishers' Weekly

Rare Books, Autographs and Prints

THE April issue of the *Century Magazine* contains "A Book Hunter's Garner," by William Harris Arnold, particularly interesting because of its descriptions of inscribed copies.

The library of Lincolniana collected by Alonzo Rothschild and used in writing "Lincoln, Master of Men" and "Honest Abe" has been donated in his memory to the Widener Library of Harvard University.

A collection of etchings by John Marin is on view at the Weyhe galleries. This is the most comprehensive exhibit of Marin's work that has been made in this city and traces his development from the time when he took up etching fifteen years ago up to the last few months.

The current catalog of James F. Drake, Inc., of this city, is rich in rarities of early and modern English literature and includes the second and fourth folios of Shakespeare, and first editions of Milton's "Poems," Herrick's "Hesperides," Fitzgerald's translation of the "Rubaiyat," Lowell's "Commemoration Ode," and some colored plate books in extraordinarily fine condition.

A definitive edition of the collected works of Gabriele d'Annunzio is now in preparation in Rome. It will consist of twenty-one volumes, printed from a special font of type on paper made for this edition. The decorations and illustrations will be executed by De Carolis under the author's supervision and every detail will receive the closest attention with the purpose of making the edition "a monument of Italian graphic art."

"An unfamiliar but extremely fascinating aspect of book hunting suggests itself in the collection of old bookseller's catalogs," says *The Bookman's Journal*. "Pursued systematically this hobby presents a field of research pregnant with engaging possibilities. Apart from more ambitious incentives, its charm consists largely in the remarkably clear conception its pursuit enables us to form of the intellectual atmosphere which pervaded the centuries enabling us, as it were, to view literature thru a mental stereoscope."

Rare books and manuscripts selected from a half score of consignments will be sold at Sotheby's, in London, April 18, 19 and 20. The sale includes first editions of Stevenson, books illustrated by Kate Greenaway, the first four folios of Shakespeare, Shakespeare's "Poems," 1640; Milton's "Paradise Lost," 1668; Walton's "Angler," 1653; Herrick's "Hesperides," 1648; a collection of fine old French and English bindings and a few illuminated and other manuscripts. The catalogs contain 675 lots among which is a high percentage of genuinely rare books.

The fifth in the series of French exhibitions in the Stuart Gallery of the New York Public Library, on view during April, illustrates "Paris in Prints." The exhibition shows Paris in many aspects and moods. Paris of old (Cal-

lot) and of to-day of the fine boulevards (Buhot) and of the slums (Lepere), along the Seine (Bejot) and on the heights of Montmartre (Delatre), architecturally (Lelanne) and in the street life of its people (Buhot), in peace and in war (Martial). The whole forms a veritable chorus in praise of Paris that the print lover cannot afford to miss.

The 838th Caxton Head catalog, issued by James Tregaskis, of London, is remarkable for its collection of rarities of the Tudor and early Stuart periods together with English literature printed abroad during the period 1501-1640, including many early printed quarto plays and romances and controversial black letter theology. There are also noteworthy specimens of fore-edge pointings and fine old English bindings. Such catalogs effectively illustrate the flood of rarities which the last two or three years have brought into the market, and the prices asked show conclusively that they are not unappreciated.

Books, prints and autograph letters from the estate of Dr. Thomas Addis Emmet, of this city, will be sold at the American Art Galleries April 13. This sale constitutes the last remnant of the great collection made by Dr. Emmet and the items of chief interest are decidedly personal. Here is an extra-illustrated copy of "The Emmet Family," privately printed; an extra-illustrated copy of Emmet's "Incidents of My Life," 1912; also "Ireland Under British Rule," by the same author, and a half score of other books of a personal or family nature. When his collection of extra-illustrated books was sold years ago these were reserved. There are here and there other books, autographs and prints of rarity and interest.

Edward Turnbull, of the Walpole Galleries, says that the growth in the number of collectors of Japanese prints in this country in recent years has been amazing. When he first began selling Japanese prints the attendance was small; now a very ordinary sale frequently packs the auction room. Delmonico's hardly sufficed to hold the crowd that attended the sales of the two French collections that were dispersed in January and February. The list of names of persons interested in Japanese prints kept by the art galleries has probably tripled during the last two years and the number of persons who attend auctions with the intention of buying has probably doubled.

The details in regard to the sale of early English poetry and other literature from the Britwell Court Library, the property of S. R. Christie-Miller, at Sotheby's in London, March 10 and 11, have now reached this country. Prior to the sale the English experts had agreed that if this part brought £30,000 it would be doing exceptionally well, in fact, few expected that it would bring as much. Dr. Rosenbach's lively interest in the sale carried the total to £48,552 5s. In commenting upon Dr. Rosenbach, an English bookseller writes: "Dr. Rosenbach

has made a reputation in England at this sale. Of course he was known in a way before, but his modest, quiet and decisive way, entirely free from offensive assertion, impressed all who came in contact with him. We do not feel so badly about his capturing all of the rarities, for he competed in such a sportsmanlike way that we were quite reconciled to his successes. He will carry back to America the good wishes of all English dealers that had the pleasure of meeting him."

The collection of modern etchings made by Herschel V. Jones, of Minneapolis, numbering 282 lots, was sold at the Anderson Galleries, March 28 and 29, bringing \$42,555, and proving one of the most important print sales of the season. There was much doubt as to the success of the sale before it occurred; it was generally considered an unfavorable time for high prices, and good prices were necessary, for Mr. Jones had paid well for his prints as well as for his books. That some of the rare book dealers are becoming a formidable factor in this field was shown in the competition in this sale; in open competition some of the finest prints went to them. It is probable that this support added largely to the final total, making the sale more successful than the most optimistic had predicted. Very properly Whistler's dry point of the reclining girl entitled "Weary," distanced all competitors, bringing \$2,450; it was deserving this distinction, for it was one of the most beautiful modern prints ever sold in this city. This masterpiece went to James F. Drake as did Zorn's "The Toast," which brought \$2,200, the second highest price. Other prints remarkable for their rarity and beauty of impression were Millet's "Peasants going to Work," which brought \$1,500; Whistler's "Lime Burner," \$725; and "Nocturne: Palaces," \$1,900; Zorn's "Zorn and His Wife," \$2,100; "St. Ives," \$1,500; "En Omnibus," \$2,000; "Ernest Renan," \$1,600; "Le Matin," \$875; and "L'Orage," \$905.

The private library of Matthew Baird, Jr., of Philadelphia, consisting mainly of subscription sets of the American, English and French authors will be sold at the American Art Galleries, April 12. The catalog contains 193 lots mainly full bound sets, of the golden age of subscription bookselling, when money was more plentiful than taste. Among many lots which the discriminating buyer will care little for, there are others like the limited subscription editions of Burroughs, Emerson, Bret Harte, Hawthorne, Holmes, and Stevenson that appeal to him. Of the merit of these editions there is only one opinion—they are among the finest in a period of pretentious bookmaking. Nearly all the sets in the sale—good, bad and indifferent—are bound in full Levant morocco, with elaborate doublures, and decorated with gorgeous machine stamped designs. Originally costing from \$25 to \$100 a volume, for years they were a drug in the market and almost unsalable at auction, bringing in the neighborhood of 15 per cent of their cost or less. In the last two or three years there has been a revival of interest and they have been bring-

ing more. The Ruppert sale of last year represents high water and was a decided success compared with similar sales of former years.

F. M. H.

Auction Calendar

Thursday afternoon, April 14th, at 2:30. The library of the late William Winter. (Part 1). (No. 1576; Items 279.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Aegypten Abessinien und Nubien In Alter Und Neuer Zeit. (No. 488; Items 450.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.
 Americana and general literature. (No. 13; Items 895.) Smith Book Co., Suite 914 Union Central Bldg., Cincinnati, Ohio.
 Archaeologie. (No. 387; Items 890.) Otto Harrassowitz, Querstrasse 14, Leipzig, Germany.
 Books, rare, curious, Masonic and miscellaneous. (No. 60; Items 276.) John Metcalfe-Morton, 1, Duke St., Brighton, England.
 Choice and interesting books. (No. 264; Items 647.) Holland Bros., 21, John Bright St., Birmingham, England.
 Early English literature written before 1700. (No. 142; Items 247.) Lathrop C. Harper, 437 Fifth Avenue, New York City.
 Interesting and important books. (No. 5711; Items 327.) William Downing, 5, Temple Row, Birmingham, England.
 Livres Anciens Et Modernes. (No. 325; Items 623.) G. Lemallier, Libraire, 25, Rue De Chateaudun, Paris, France.
 Miscellaneous second-hand books. (No. 94; Items 1572.) Thomas Thorp, 93, St. Martin's Lane, London, W. C. 2, England.

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William Abbatt, Tarrytown, N. Y.
Mag. Am. History, vol. 1.

Aldus Book Co., 89 Lexington Ave., New York
Moore (Geo.), First English ed. Modern Lovers.
Shaw (G. B.), First English ed. Unsocial Socialist.
Lawrence (D. H.), All English first editions.
Mencken (H. L.), Any first editions.
Ellis (H.), Sex Inversion.
Wales (Hubert), The Yoke.
James (Henry), What Maisie Knew.
Beerbohm (Max), Yet Again.
Racinet Costumes: Racinet Ornaments.
Leonardo da Vinci's Note Book.
Wilde (Oscar), English first, Lady Windermere's Fan.
Bennet (Arnold), Eng. first, Old Wives' Tale.
Butler (Sam'l), Eng. first, Way of All Flesh.
Wells (H. G.), Love and Mr. Lewishon.
Flecker (James Elroy), Collected Poems.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Church Efficiency, Tremaine.
Tongue of Fire, William Arthur.
The Hound of Heaven, William Francis Thompson.
The Choice of Books, Frederick Harrison.

American News Co., Inc., 9 Park Place, New York
Bombaugh, Facts and Fancies for the Curious.
Gospel of Grace.
Model Prayer.

Anderson Farm, Belmar, N. J.
11th Ed. Enc. Britannica, vol. 1-2-4-15, large size.

Associated Students' Store, Berkeley, Cal.
Tolstoy, What is Art, Funk & Wagnalls.
Yeats, Ideas of Good and Evil.

William M. Bains, 1213-15 Market St., Philadelphia
Beauchamp, Iroquois Trail.
Grinnell, American Duck Shooting.
Freundlich, Foundation of Einstein's Theory of Gravitation.
Lamb's Dyeing, Staining and Finishing Leather.
Audubon's Birds and Quadrupeds, 10 vols., early edition; state condition and binding.
American Encyclopedia, latest edition.
Books Relating to the Surgeons of the First Napoleon Era.

Baker & Taylor Co., 354 Fourth Ave., New York
Stearns, Faith of Our Forefathers.

James R. Barrie, 217 Broadway, New York
Wister, Owen, The Dragon of Wantley.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Life of a Sportsman, reprint.
Seely's Growth of British Constitution.
English Wayfaring Life, Jusserand, 1st ed.
Daniel on Real Money, T. Cushing Daniel.
Wealth Against Commonwealth, Lloyd.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.
A B C 5th Ar Telegraph Code.
Pocket Edition Western Union, Universal.
Any American-Foreign Language Code.

Bigelow, Brown & Co., Inc., 286 5th Ave., New York
The Internal Secretions, by Falta, translate by Myers.
The Pituitary and its Disorders, Harvey Cushing.
Internal Secretions, Biedl.
The Endocrine Organs, Sir E. A. Schafer, London.

The Book Shop, Woods Hole, Mass.
Accounting for Department Stores, Detroit, 1906.
Charoka Club Proc., v. 2 only, Hoeber, 1906.

The Book Shop—Continued

Chavous, Path to Peace, Warren Pub. Co., 1918.
Graham, Athletics of Today, Platt & Peck, 1910.
Hartley, Memorials of R. M. H., Utica, 1882.
Rand, W. B., Lilliput Lyrics, J. Lane Co.
Shepherd, Historical Atlas, Holt, 1911.
Anything by A. Thomas.
Weitenkampf, F., American Graphic Art, 1912.

Boston Bookman, 104 Robinwood Ave., Boston 30, Mass.

The Belle of the Blue Grass Country.
Howard Ashley or the Youthful Soldier of the Cross.
Antrim, Naked Truths and Veiled Illusions, Altemus.

Britten & Holland, Dict. of Plant Names (Eng.).
F. W. Calkins, The Wooing of Tohala, 1907.
F. W. Calkins, Two Wilderness Voyagers, 1903.
Dean Church, The Oxford Movement.
Mrs. W. A. K. Clifford, Very Short Stories (Eng.).
Mary Frere, Old Deccan Days.
Grimm, Household Tales, ed. by Margaret Hunt.
H. G. Wells, The Country of the Blind, Nelson.
Popular Tales and Fictions, Edinboro, 1887.
Collections Mass. Hist. Soc'y, ser. 2, v. 9; ser. 3, v. 9; ser. 4, v. 1.
Journal of Western Soc'y Engineers, complete file.

Brentano's, Fifth Ave. and 27th St., New York
The Wives of Henry VIII, by Martin Hume, McClure, Phillips & Co.
An Island Garden, by Celia Thaxter, Childs Has-sam illustrations.
Life of John Randolph.
Sonia Kovalevsky.
Hayden's Dictionary of Dates.
Crock of Gold, Stevens.
Jurgen, Cabell.
Astrology and Mythology of Greece and Rome.
Ships of the British Navy, William G. Gates.
Fishing and Shooting, Frank Forester.
Speeches of Charles Phillips.
Mystery of Mary Stuart, Andrew Lang.
Peter Parley's Recollections of a Lifetime.
Slater's Early Editions.
Madame de Remusat, 3 vols.
Lowndes' Bibliography.
Romance of Tristram and Iseult, Bedier.
The Foreign Debt of Eng. Literature, Tucker.
How to Convince and Persuade, Bean.
Midstream, Comfort.
Theory of Psychonalysis, Jung.
Japanese Crisis, Scherer.
Odd volumes of Balzac, Collier edition only.
Wings of the Dove, James.
Golden Bowl, James.
Awkward Age, James.
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Tales of Mean Street, Morrison.
The Pianolist, Kabbe.
A Summer in Touraine, Lies.
Friar Tuck, Wasson.
My 75.
The Pride of Jennico.
The Story of Francis Cludde.
Building and Structure of Amer. Railroads, Berg.
Theologia Germanica, Winkworth.
Pans as It Is, de Forrest.
Finding the Worth While in Europe, Osborné.
Maryland Colonial Eastern Shore, Skirven.
National Humor, Macrae.
Tyranny of Shams, McCabe.
Shakespeare on State, 1st series, Winter.
Shakespeare on Stage, 2nd series, Winter.
French Revolution and Eng. Poets, Hancock.
Dances and Dancers of Today, Coffyn.
Text Book of Small Arms for British Government.
Gist of Real Property, Aron.
Fifty Years in Wall St., Clewes.
Lincoln and His Cabinet, Dana.
Recollections of a Varied Life, Eggleston.
Autobiography of Horace Greeley.

BOOKS WANTED—Continued

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Moral Reflections.
Modern Prac. Joining, Ellis.
Stael, de, Mms., Memoirs of.
Microtomists, Vade.
Woman Beautiful, Fletcher.
On the Witness Stand, Munsterberg.
How to Strengthen the Memory, Holbrook.
Famous Imposters, Stokes.
Eline Verse, Couperus.
Orange Judd Cook Book, Goessler.
Stories by Old Man Greenhut and His Friends, Ed.
Mott Curtis.
Washington's Reception by Ladies of Trenton.

Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.

Epistulae Obscurum Virorum (Von Hettem, Erasmus, etc.), London, 1681.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Maker of Dreams, by Oliphant Dawn.
Peasant Art in Russia, by Holmes.

Albert Britnell, 815 Yonge St., Toronto, Can.
International Business Library, 12 vols., 1910, pub. by Inter. Law and Business Institute.

Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.
Simmons, Commercial Products of the Sea.

Burrows Brothers Co., 633 Euclid Ave., Cleveland
Passing of the Great American, by Royce.

Campion & Co., 1313 Walnut St., Philadelphia
Fields of France.
Bostonians, Henry James.
Other House, Henry James.
Terminations, Henry James.

Central Book Co., 93 Nassau St., New York
Science & Health, 1st to 50th ed.
C. S. Journals, complete and odd nos.
C. S. Manuals, old pamphlets, etc.

George M. Chandler, 75 E. Van Buren St., Chicago
Saintsbury, Literary Criticism, 3 vols.
Passmore, In Further Ardenne.
Melville's Typee, early ed.
Tarkington, Harlequin and Columbine.
Schuyler, Constitution of the Soc. of the Cincinnati, 1886.
Masefield, On the Spanish Main.
Lincoln, Letters, Bibliophile Soc., 1913.
Halford, Development of the Dry Fly.
Guest (Edgar), Breakfast Table Chat.
Fithians Diary.
Drake, Memorials of the Soc. of the Cincinnati, 1873.
Dumas, My Memoirs, 6 vols.
Dunton's Letters, Prince Soc.
Dawes, Nix's Mate, about 1840.
Bullen, Idyls of the Sea.
Bullen, Denizens of the Deep.
Becke, By Reef and Palm.
Averill, Japanese Flower Arrangement.
Andrews, Call of the Land.
Wedmore, Etchings.
Selous, African Nature Notes, etc.
Washington's Writings, 14 vols., Putnams.
Cabell, Gallantry.
Allen (F. W.), Golden Road.
Huneker, Mezzotints, 1st ed., 1899.
Huneker, Chopin, 1st ed., 1900.
Huneker, Melomaniacs, 1st ed., 1902.
Huneker, Visionaries, 1st ed., 1905.
Huneker, Egoists, 1st ed., 1909.
Huneker, Pathos of Distance, 1st ed., 1913.
Huneker, Overtones, 1st ed., 1902.
Huneker, Ivory Apes and Peacocks, 1st ed., 1915.
Huneker, Bedouins, 1st ed., 1920.
Kouns, Dorcas.
Stocking, Carmen Ariza.
Hearn, Some Chinese Ghosts, 1st ed., 1887.
Hearn, Chita, 1st ed., 1889.
Giles, Chinese Literature.
Taylor (B. L. T.), Motley Measures.

Chemical Catalog Co., Book Dept., 1 Madison Ave., New York

Hampson, W., Radium Explained.
Rutherford, E., Radio-Activity.
Clarke, J. H., Radium as an Internal Remedy Especially Exemplified in Cases of Skin Disease and Cancer.
Larkin, Edward L., Radiant Energy.
Savidge, E. C., M.D., The Philosophy of Radio-Activity or Selective Involution.
Hirshberg, L. K., The Action of Light as a Therapeutic Agent.
Gwathmey's Anaesthesia.
Lunge's Sulphuric Acid and Alkali, vol. 2.

Chicago Public Library, Order Dept., Chicago
Trevena, J., Heather, 2 copies.

Colesworthy's Book Store, 66 Cornhill, Boston
Legal Status Married Women in Mass., Ernst.
Beckel's Harmony Builder.
Client of Randolph Mason Post.

Columbia University Library, New York
Journal of Industrial Hygiene, vol. 1, no. 12, Macmillan, 1919.
Goodrich, J. K., Africa of Today, McClurg, 1912.
Hobson, J. A., John Ruskin.
Miller, William, Story of the Balkan States, History of the Nations Series, 2nd ed., Putnam, 1908.
Parsons, E. C., Fear and Conventionality, Putnam, 1914.
Sologub, Feodor, The Little Demon, author. trans. by John Cournos and Richard Aldington, 1916.
Sologub, Feodor, The Created Legend, author. trans. from Russian by John Cournos, Stokes, 1916.
White, A. B., Making of the English Constitution, Putnam, 1908.

Columbia University Press Bookstore, 2960 B'way, New York

Adams, Marketing Perishable Farm Products.

U. G. Conover, Cozaddale, O.
Campbell, Helen, Darkness and Daylight in N. Y.
Pinkerton, Allan, Any books by him.
Talmage, T. Dewitt, The Earth Girdled.
Moody, D. L., Echoes from Platform and Pulpit.
Spears, John R., American Slave Trade.
Taylor, Bayard, Eldorado.
St. Nicholas Magazines, bound, 1905 to 1915.

L. M. Cornwall, 227 Pa. Ave., N. W., Washington, D. C.

Becke, Wilde Life in Southern Seas.
Becke, Notes from My South Sea Log.
Bullen, The Call of the Deep.
Bullen, Men of the Merchant Service.
Drake, The Salving of a Derelict.
Ellis, Footprints in the Forest.
Ellis, Ned in the Blockhouse.
Gissing, New Grub Street.
Grimshaw, In the Strage South Seas.
Kipling, Captains Courageous.
La Farge, Reminiscences of the South Seas.
London, Cruise of the Snark.
Loti, Marriage of Loti.
McFee, A Port Said Miscellany.
McFee, Letters from an Ocean Tramp.
Noble, The Grain Carriers.
Ranie, My Adventures Among South Sea Cannibals.
Roberts, The Flying Cloud.
Safroni-Middleton, Wine Dark Seas and Tropic Skies.
Smith, A List to Starboard.
Stevenson, The South Seas.
Talbert, Steamship Conquest of the Sea.
Tooker, The Call of the Sea.
Tooker, Under Rocking Skies.
Tomlinson, The Sea and the Jungle, Dutton, 1913.

Cossitt Library, Memphis, Tenn.

London, Kempton-Wace Letters.
Shaw, A. W., Some Problems in Market Distribution.
Sheldon, Romance, Drama.

R. W. Crothers, 122 E. 19th St., New York [Cash]
Knox, Little's The Three Hours Agony of Our Blessed Redeemer.

BOOKS WANTED—Continued

Warren H. Cudworth, Camp Librarian, Camp Meade, Md.

Out-of-Print trans. of Pindar and Horace.

Jeremiah F. Cullen, 15 S. 9th St., Philadelphia
The World Book, 10 vols.
Words and Phrases Judicially Defined, 12 vols.
Family Histories and Genealogies by Edward Elbridge Salisbury and Evelyn McCurdy Salisbury, privately printed, 1892, limited ed., 5 vols., state the edition, either large paper or small.
Life of Queen Victoria, Holmes, 2 vols., cloth.
Darby O'Gill and the Good People.
Casanove.
The Genius, Dreiser.
Jurgen, Cabell.
The Painted Veils.

Denver Dry Goods Co., Denver, Colo.

Theatre of Today, Moderwell.
Letters to G. G.

C. A. & E. N. Derby, 112 Baldwin St., Elmira, N. Y.
White, Bouch, The Carpenter and the Rich Man, Doubleday.

From Log Cabin to White House, pub. Earle, Boston, or Hurst.

Edwards, God and Music, Baker.
Winter, Wm., Gray Days and Gold, Macm., 16mo ed.
Eaton, W. P., Green Trails and Upland Pastures, Doubleday.

Joan of Arc, Children Hero Stories, ed. Lang, Dutton.

DeWolfe & Fiske Co., 20 Franklin St., Boston
Olcott, People from Other World.

Dixie Business Book Shop, 140 Greenwich St., New York

Atrocities of Justice Under British Rule in Egypt, W. S. Blunt-Unwin, 1906.

The Fine Art of Fishing, S. G. Camp-Outing Handbook, no. 8.

Manual of Signals for the Use of Signal Officers in the Field, A. J. Myer.

Robert W. Doidge, 16 Elm St., Somerville, Mass.
Any books on Magic, Juggling, Puzzles, etc.

Jas. F. Drake, 4 W. 40th St., New York

O'Brien, White Shadows in the South Seas, 1st ed.
Stoddard, South Sea Idyls, 1st ed.

White, Stewart Edward, Arizona Nights, illus. N. C. Wyeth.

Cabell, The Cream of the Jest, 1st ed.

Menken, Prejudices, 1st series, Knopf, 1st ed.

Lamon, Ward E., Complete Works of Abraham Lincoln, Gettysburg ed.

Morley, Christopher, Any 1st ed.

Robinson, E. A., The Torrent, 1st ed.

Robinson, E. A., Poems, 1st ed.

Robinson, E. A., Capt. Craig, 1st ed.

Roosevelt, Through the Brazilian Wilderness, 1st ed.

Masters, Edgar Lee, Spoon River Anthology, 1st ed.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
Factory Costs, Werner, Ronald Press, publishers.

H. & W. B. Drew Co., FHB-Dept. B, Jacksonville, Fla.

Citrus Fruits and Their Culture, Hume.

Fairbanks, History of Florida.

The Child of the Dawn, Benson, 2 copies.

E. P. Dutton & Co., 681 Fifth Ave., New York

Andrews (A. C.), Roses.

Bucke's Walt Whitman, 1st edition.

Burrough's Walt Whitman, 1st edition.

Calvert (Stephen), Memoirs, by Brockden Brown.

Canada Journal of Dental Science, vols. 1, 3 and 4.

Candles in the Wind.

Carroll's Hunting of the Snark, 1st American ed.

Cary (F. M.), Freemasonry in All Ages, Columbus, 1896.

Chamberlain, Foundations, etc., 2 vols.

Chapman's Flora of the Southeastern U. S.

Clark (A. B.), Travels in Mexico, Arizona, and California, Bos., 1852.

E. P. Dutton & Co.—Continued

Clough, Gesta Pilato, the Reports, Letters and Acts of Pontius Pilate, 1887.

Coke of Norfolk.

Colonial House of Philadelphia.

Cooper (James F.), Precaution, New York, 1820.

Ned Myers, Phila., 1843; Water Witch, 1830.

Eginbain, Life of the Emperor Charlemagne.

Haddon (A. C.), Magic of Fetishism.

Joinville, Louis the IX. of France.

Joubert, Pensees of, Selected and translated with a Biographical Note, by H. Attwell (Pensees Series).

Luther and His German Reformation.

Massey, Ancient Egypt, the Light of the World.

New England Stories by Butterworth, Perry and Phelps, pub. Lothrop, 1893, or earlier.

Opie & Fussell, Lectures on Painting, Bohn's Artists Lib.

Thurston, History of the Growth of the Steam Engine.

Waters, Culture by Self Keep, pub. Dodd, Mead & Co.

Weeden, Songs of the Old South, N. Y., 1900; Bannanna Ballads, Shadows on the Wall and Verses and Pictures, intro. by J. C. Harris, N. Y., 1903.

Winwood Reade's Martyrdom of Man.

Edward Eberstadt, 25 West 42nd St., New York

California, Oregon, Wyoming, Utah, Montana and the Far West; Books pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.

Studies in Stagecraft, Clayton Hamilton.

Theory of the Theater, Clayton Hamilton.

Tramp Through the Bret Harte Country, Beaseley.

Spanish Explorations in the South West, Bolton.

Lives of the Chief Justices of England, vol. 1, Campbell.

From Adams Peak to Elephanta, Ed. Carpenter.

Lola Montez, D'Auvergne.

On the Border with Crook.

Fly Rods and Fly Tackle, H. P. Wells.

Character of Socrates, R. W. Emerson.

Sanine, Artzibashev.

Human Essays, Crane.

Archko Volume.

Woodrow Wilson, The Story of His Life, W. B. Hale.

Pliny the Elder, Natural History, Bohn Library, 6 vols.

The Science of Numbers, Clement.

Young Boys and the Boarding School, Holden.

Culprit Fay, J. R. rake, octavo, leather bound.

Color, Chevreul.

American Anniversaries, Dillon.

History of Arizona, vols. 3-8, Farish.

Bassett, Tallentyre.

Heliogabalus, Mencken and Nathan.

Cardigan, Chambers.

Story of the Mine, Shinn.

Argonauts Equal Liberty, Bret Harte.

Washer Tales, Big Bonanza, Don de Quille.

Sazerac Lying Club, Harte.

Painted Veils.

Jurgen.

Genius.

Anything by Gissing, Huneker, Garland, Cabell.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

Henry Geo. Fielder, 401 W. 47th St., New York

Encyclopedia Britannica, 11th ed., large ed.

Cassin, Mammalogy and Ornithology of the U. S. Explor. Exped., 1838, Wilkes, text-vol. only.

Torrey Botan. Club Memoirs, VIII, no. 1, part 2, XII, pt. 1.

Educational Review, vols. 28-52.

Botanical Gazette, complete set or large run.

BOOKS WANTED—Continued

H. W. Fisher & Co., 207 13th St., Philadelphia
Primitive Society, Lowrie, Boni L. Paris, Studio Special No.
King of Kyber Rifles, Mundy.
Return of She, Haggard.

T. H. Flood & Co., 214 W. Madison St., Chicago
Law Books printed in English of South and Central America, Cuba, Philippines, Canal Zone, Porto Rico.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
Life of Bud Robinson.

Ernest R. Gee & Co., 442 Madison Ave., New York
Douglass, Cruikshank Bibliography.
Guy Livingston, 1st ed.
Pomp of the Laviettes, Gilbert Parker.
La Survi Vance de l'Anne par Cornillier.
The Medici, Young.
Scott's British Field Sports.
The Sportsman's Annual, 1836.
Any good Sporting Books.

C. Gerhardt, 25 W. 42nd St., New York
Bunner, 1st eds.
Cabell, Jurgen.
Cabell, Any 1st eds.
Dreiser, 1st eds.
Harte, 1st eds.
James, 1st eds.
Moore, George, 1st eds.
Stevenson, R. L., 1st eds.
Day, W., Race Horse in Training.
Brinley, Life of W. T. Porter.
Bruce, The Thoroughbred Horse.
Lehndorff, Turf Recollections.
Osborne, Horse Breeding.
Racing Methods and Maxims, Pittsburgh, Phil.
Turf Histories of Any Country.
American Stud Books.

J. K. Gill Co., 3rd & Alder Sts., Portland, Ore.
Handbook of the U. S. Tariff Containing Tariff Act of 1913, Vandegrift.
Shattuck Memorials, Lemuel Shattuck, pub. 1855, Dutton & Wentworth.

Goodspeed's Book Shop, Boston, Mass.
Bancroft, History of U. S., 10 vols., large paper, Little, Brown, 1861-'75, red and black title pages.
Benson, Cat. of Etchings.
Benson, E. F., Dodo.
Calendario de las Senoritas Mexicanas, any excepting 1841.
Canada, any works on Theatre of.
Chase, Hist. Dartmouth College and Hanover, 1891.
Clark, A. B., Hist. Yachting.
Collier, Bibliographical Account of Rarest Books, 4 vols.
Crockett, S. R., Banner of Blue, N. Y., 1902.
Davis, R. H., Farces.
DeVenne, Hist. of Printing.
Dore's Bible.
Duran, Charles, Philadelphia Stage.
Forester, Frank, Manual for Young Sportsmen, Warwick Woodlands.
Glass, Abe & Mawruss.
Hamilton's Republic of the U. S., vol. 6, black clo.
Hind, Hist. Etching.
Hovey, Richard, Poems.
In Memory of John Ingerfield and Wife.
Indiana, Biog. and Genealog. Hist. of.
Kentucky, Any works on Theatre of.
Letter of Remonstrance to Washington on Keeping Slaves.
Lover, Samuel, Poetical Works, N. Y., 1861.
Lyons, Colonial Furniture.
Melville, Herman, any 1st or early eds.
Obenchain, Handwoven Coverlets.
Pike, Sub-tropical Rambles.
Pinckney, Wm., Life of.
Porter, Mechanics of Faith.
Stone, Melville E., Memorial vol.
Straight Road, Doran.
Timperley, C. H., Dict. of Printers, Lond., 1839.
Truro, Cape Cod, Land and Sea Marks.
Wade, J. E., Mathematical Velocipede, N. Y., 1871.
Walker, Williston, Ten New England Leaders.

Goodspeed's Book Shop—Continued

Wallingford, Conn., Hist. of.
Washington Co., N. Y., Hist. of.
Genealogies: Houston, 1882.
Huston, 1912.
Kilbourn Gen., 1845 or 1856.
Kitchell Gen., 1879.
Sinclair, Morrison.

Gotham Book Mart, 128 W. 45th St., New York
Coup, Sawdust and Spangles.
Cooke (Louis E.), Circus Life and History.

Edwin S. Gorham, 11 W. 45th St., New York
Glossary of Ecclesiastical Ornament, Pugin.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.
Whitney, Sanskrit Grammar, Ginn.
Rosetti, Dante Gabrielle, Poems, half calf binding.
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Proctor, Adelaide, Poems, half calf binding.
Peter Grimm.

Benj. F. Gravely, Martinsville, Va.
Ellsworth Huntington, Civilization and Climate.

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Helen Hunt's Poems, recent ed.
Indian Book, Curtis.

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Beautiful Children Immortalized by the Authors, pub. Dodd, Mead.
Psychology of Insanity, Hart.

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The Three Imposters, Arthur Machen.
When America Was New, Tudor Jenks.
Garthowen, Allen Raine.

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Little Journeys to Great Business Men.
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Any of Henry W. Shoemaker's Books.

James Taft Hatfield, 617 Foster St., Evanston, Ill.
From Broom to Heather, Jennings & Pye, 1903.

Norman W. Henley Pub. Co., 2 W. 45th St., New York

Foundry Moulding Machines and Pattern Equipment, E. S. Carman.

Walter M. Hill, 22 E. Washington St., Chicago
The Picture and the Man, compiled by Fred B. Perkins, A. J. Johnson, N. Y., 1867.
Bronte, Withering Heights.
Trollope, Barchester Towers.
Hardy, The Dynasts.
Rockefeller, Random Reminiscences of Men and Events.
Smith, Check List of Books and Pamphlets Relating to History of Pacific Northwest.
Bell, The Great Fire in London in 1666.
Farwell, Memorial of Roger Shaw, Bethel, 1904.

Hochschild, Kohn & Co., Inc., Howard St., Baltimore, Md.

Temporal Power, Corelli.
Phyllis, Duchess.
Biographical Sketches of Huguenot Solomon Legrae, Eliza Judd.
One Woman, Thomas Dixon.
Modern Painting, George Moore.
Wind before the Dawn.
813, Leblanc.
Redemption of Kenneth Gault, Harden.
Half a Rogue, MacGrath.

Holmes Book Co., 152 Kearny St., San Francisco, Cal.
Paine's Biog. of Twain, green cloth, vol. 1.
Hittell's History of California, 4 vols.

J. P. Horn & Co., 1313 Walnut St., Philadelphia
Dickens, Gadshill ed., complete set.

Houston Lyceum & Carnegie Library, Houston, Tex.
Burkett and Poe, Cotton, 2 copies.
Hervey, Arthur, Masters of French Music.
Hervey, Arthur, French Music in the XIX Century.

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Ingraham, J. H., editor, *Sunny South or The Southerner at Home*, Phila., 1860.
Miss Eustis, *Creole Cook Book*.

John Howell, 328 Post St., San Francisco, Cal.
Randolph's Reports to Congress, 1867-68.
The Art of the Book.
Dictionary of National Biography.
History and Times of Elizabeth, Lucy Aitken.
History of Southampton, G. R. Howell.
Roses, Dean Hole, English ed.
Caliph of Bagdad, Sylvanus Cobb, Jr.
Theocritus.
Fruit and the Blossoms, Mabel Collins.
The Rod, the Root and the Flower, Coventry Patmore.
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The Man Who Wanted To Be It, Compton Mackenzie.
Gentlemen, The King.
The Bath Comedy.

Paul Hunter, 401½ Church St., Nashville, Tenn.
Weeden's Bandanna Ballads.
Weeden's Shadows on the Wall.
Weeden's Voices of the South.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.
Edwin Booth ed. of Shakespeare, ed. by Clark & Wright, 8 vols., pub. Geo. Barrie, Philadelphia.
Last Expedition of Scott, colored illus., 2 vols.
Hancock & Higashi, Complete Kano Jiu-Jitsu, pub. Putnam.
Stockwell, Net Worth and the Balance Sheet, Ronald Pr.
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Expositors' Bible, 50 vols., Doran.

Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
A Second Diary of the Great War, Sam'l Pepys, Jr., Lane.
Zola's Paris, Macmillan.
Painted Veils, Hunecker.

U. P. James, 127 West 7th St., Cincinnati, O.
Gardiner, History of the Commonwealth and Protectorate, vol. 3.
Gardiner, History of the Great Civil War, vols. 3 and 4.

Free Public Library, Jersey City, N. J.
Ellis, An Authentic History of the Benevolent and Protective Order of Elks, Official History of Chicago Lodge, No. 4, B. P. O. E.
Mabie, In the Forest of Arden.

E. W. Johnson, 27 Lexington Ave., New York
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The Torch, Woodbury.

Mitchell Kennerley, 489 Park Ave., New York
Hamilton, Theory of the Theatre.
Hamilton, Studies in Stagecraft.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.
Ruthless Rhymes for Ruthless Homes.
National Preceptor, Old Sch. Book.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Hughes, The Primrose Path, pub. Harper.

Kroch's Bookstore, 22 N. Michigan Ave., Chicago
Cabell, Soul of Millicent.
Findlater, Ladder of Stars.

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Findlater, Rose of Joy.
Brown, Alice, On R. L. S.
Pocket Rhyming Dictionary, Dutton.

Niel Morrow Ladd Book Co., 646 Fulton St., Brooklyn, N. Y.

Aksakoff, Years of Childhood, trans. by J. D. Duff, Longmans.

Lamb Pub. Co., 33 W. 57th St., New York

The Entailed Hat, Townsend.
Mediaeval Mind, 2 vols., Taylor.
Mont St. Michel Chartres, Adams.
Anthology of Latin Poetry.
Anthology of Latin Hymns.
Science and Health, 1st ed.
Nimrod of the Seas, Davis, Harper.
Fall of Mary Stuart, Mumby, H. M.
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The Rebel Queen, Besant, Harper.

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Log of the North Shore Club, Kirk Alexander, pub. Putnam.

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Gibson, Native Orchids.
Gray, Orchidaceae, ed. by Ames.
Jesup, Habenaria Fimbriata Var.
Subrecht, Catalogue of the First Orchid Exhibition in America.

Stiles, Orchids of New York.
Wilgand, A., Revision of the Genus *Listera*.
Young, All of Nature's Fashions in Lady Slippers.
Career of Franklin, Osborn.
Polar Regions, Sir John Richardson.
Secret Woman, Phillpotts, Mac.
Memories Old Salem, Northend.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
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Jacques, District Nursing.

Lester Book & Stationery Co., 70 N. Broad St., Atlanta, Ga.
True Stories of Louisiana, Cable.

Library of Congress, Order Div., Washington, D. C.
Tarkington, Works, Autograph ed., Doubleday, 12 vols.
Cullen, Tales of Ex-tanks, Grosset & Dunlap.

C. F. Liebeck, 859 East 63rd St., Chicago, Ill.
Sabin's Dictionary, Americana, any parts.

Little, Brown & Co., 34 Beacon St., Boston
Spanish People, Hume, pub. Appleton.
Old Whaling Days, H. Tripp.
Schermerhorn's Essentials to Principal Actions in Tort at Common Law, pub. Rees, Welch Co.
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Sidgwick, Duke Jones, Small, Maynard.

Sidgwick, Lady of Leisure, Small, Maynard.

Dugmore, Camera Adventures in African Wilds.

Report of Joint Committee of the Senate and Assembly on the Affair of Life Insurance Companies, pub. by State of Wisconsin.

Croker, Mr. Jervis, Lippincott.

C. N. & A. M. Williamson, The Golden Silence, Doubleay, Page & Co.

Job, Propagation of Wild Life, Doubleday, Page & Co.

Loring, Short & Harmon, 474 Congress St., Portland, Me.

Our Village, Mitford, illus. Thompson.

Evelina, Burney, illus. ed.

Life of Frances Burney.

Colonial Taverns, Edward Field.

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Harvest of Chaff, Owen Seaman.

Lowman & Hanford Co., Seattle, Wash.

When the Birds Go North Again, E. Higginson, 2 copies.

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Arthur Stringer's Lonely O'Malley, 2 copies.

Arthur Stringer's The Silver Poppy, 2 copies.

A. C. McClurg & Co., 218 S. Wabash Ave., Chicago

Nautical Almanac for 1920, 20 copies.

McDevitt-Wilson's, Inc., 30 Church St., New York

Hollinshead, Chronicles.

E. E. Sheppard, Dolly, 3rd ed.

Forum, Jan.-Feb., 1915.

North American Review, Dec., 1910; Jan., 1905.

Forrester's Warwick Woodlands.

Baxter's Switchboards.

Smollet's Works, Roderick Random, Dutton ed.

Smollet's Works, Humphrey Clinker, Dutton ed.

Inside Story of the Carnegie Steel Company.

Chronicles of America Series.

Schaff & Herzog, New Encyclopedia of Religious Knowledge, last ed.

Brewer's World's Best Essays, 10 vols.

Tappan's Children Hour, last ed.

Jewish Encyclopedia.

Belts, Naturalist in Nicaragua.

W. H. Hudson, Naturalist on the La Plata.

Wm. E. Curtis, Capitals of Spanish America.

World Book, ed. O'Shea, 1920 ed., Quarrie, Chicago.

Sanford, Manual of Color, pub. H. Kelly.

Sparrow, English House, 2 copies.

Hall, Land of Long Ago.

Bishop Vincent's Book, Curiosities of the Bible.

Marie Correlli, Master Christian.

Marie Correlli, Sorrows of Satan.

Book of Knowledge.

Jos. McDonough Co., Albany, N. Y.

Butler's Journal, vol. 2, 1835.

Goodman's Court of King James, vol. 1, 1809.

Book of Knowledge.

Newman McGirr, 39 S. 19th St., Philadelphia

Phila. Directory, 1857 or 1858.

Shoemaker, H. W., Wild Life in Western Penna.

Tomb, Phillip, 30 Years of Hunter's Life.

Trumbull, Jno., Brief Sketch of, Weir, 1901.

Currier & Ives, Sporting Prints.

History of Wayne, Pike & Monroe Cos., Penna.

Mathews, 1866.

Jones, Rev. J. B., The Monarchist, Phila., Hart.

R. H. Macy & Co., Inc., Book Dept., Herald Sq., New York

And They Thought We Wouldn't Fight, Gibbons.

Massachusetts Institute of Technology Library, Cambridge 39, Mass.

Institution of Mechanical Engineers Proceedings, Jan. to May, 1918.

Milwaukee Public Library, Milwaukee, Wis.

Proctor, H. R., Principles of Leather Manufacture, Spon.

Hides and Skins from the Animals' Backs to the Tannery Door, Shoe & Leather Wkly.

The W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis, Mo.

Autobiography of a Happy Woman, Anon.

Carus, History of the Devil.

Mahan, Caesar's Court.

West, Gilbert, Skepticisms Assailed.

Clark, Negroes in Equity.

Belloc, Aftermath.

Belloc, Caliban's Guide to Letters.

Riddle, Old Newbury, The House of Ross, and The

Horns of Habakkuk.

James, The Art of Fiction.

Was Jesus Son of God or Man? Rindskopf(?).

Missouri Sotre Co., Inc., Columbia, Mo.

Gosta Berling, Story of Lagerlof.

E. V. Mitchell, 27 Lewis St., Hartford, Conn.

History Whaling Industry, 1878, Starbuck, pub. in New Bedford.

Guy Earlscount's Wife, May Agnes Fleming.

Control of Tropics, Kidd, Putnam.

Private Gaspard, Benjamin, Brentano.

Voice, How to Train It, Warman, Lothrop, Lee & Shepard.

Two Centuries Costume in America, 2 vols., Earle, Macmillan.

Nora's Love Test, Carey.

Edward F. Moody, care Brown Co., Portland, Me.

The Wreck and the Rescue, Rev. Wm. H. Harrison Fairfield, ed. by Enoch Pond, Boston, 1858.

S. Spencer Moore Co., Charleston, W. Va.

Plant Analysis, Apgar.

Origin of Floral Structure, Henslow.

Plants and Their Pedigrees, Grant Allen.

First Voyage Around the World, Pigafetta, trans. by Stanley.

Biography of Magellan, Guillemand.

Drawing and Painting, D. W. Ross.

Book of Architectural Drawings, Goodhue.

Morris Book Shop, Inc., 24 N. Wabash Ave., Chicago

Eddy, Cubists and Post Impressionists.

Eddy, Delight the Soul Art.

Eddy, Recollections of Whistler.

Peary, Secrets of Polar Travel.

Cabell, Gallantry, Harper, 1907.

Saltus, Imperial Purple.

Thomas B. Mosher, Portland, Me.

Pater's Marius the Epicurean, 2 vols., quarto, Portland, Me., 1900.

John J. Murray, 2 Alexandra Park Gardens, Glasgow, Scotland

The New Reccolta, A Prayer Book pub. about 1898 by Cunningham, Philadelphia, 2 copies required.

Revival of Scholastic Philosophy, Perrier.

Dr. Sevier, illus. ed.

New Jersey Zinc Co., 160 Front St., New York

Rayleigh, Theory of Sound.

Chemical Abstracts, vol. 1, nos. 2, 3, 12, 13, 14, 15.

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McCabe, Romance of the Romanoffs.

International Studio Complete, bound.

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Moliere, Merchant Gentleman, trans. by Baker, S.

French.

Monzert, Independent Liquorist.

Monzert, Practical Distiller, Dick & Fitzgerald.

Norton, Modern Yeasting & Distillation.

Cuba Before the World, Alfonso & Martinez.

Weir, Conquest of Isthmus.

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The Night Side of Nature, Crewe or Crowe.
There Are No Dead, Misener.
Photographing the Invisible.

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Story of the Constitution, Rossita Johnson, 2 copies.
Thomas Carlyle, Letters to His Sister, Mrs. Han-
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Truants, Mason.

**Oriental Estoreic Library, 1207 Q St., N. W.,
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Comfort, Mid-Stream.

C. C. Parker, 220 S. Broadway, Los Angeles, Cal.
Swallow's Wing, Chas. Hannan, London, 1887.
Is Mankind Advancing? P. M. Martin.
Castle Craney Crow, McCutcheon.
Little Citizens, Myra Kelly.
Adopting an Abandoned Farm, Kate Sanborn.
Silence, S. Miller Hageman.
Theatre of Today, Moderwell.
Dawn of Civilization, Maspero.
Robert Louis Stevenson in California.
Hexapla, Greek Testament, 6 trans.
Love of Life, Jack London.
People of the Abyss, Jack London.
Garden without Walls, Dawson.
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Hundred Best Books, Powys.
April Twilight, Cather.
Colonial Families U. S. A.
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Marse Chan, Thomas Nelson Page.
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Squibob Papers, John Phoenix.
Our House and London Out of Our Windows.
This Day in Court, Percival Pollard.
Life and Letters of Edward Thwing.

D. L. Passavant, Zellenople, Pa.
Canfield, Diary '90er, 1906 ed.
Pa. Mag. Hist. & Biog., 1900-1921.
Craig, Olden Time, vol. 2, 1847, \$15.00.
Royal Anne, Pa. Travels, vol. 2, \$8.00.
Brackenridge, Mod. Chivalry, part 3, Scull, Pgh.,
1793, \$50.00 paid.
Pierce, Poems of the Turf.
Strickland, Queen's Scotland, vols. 4 to 8, red cl.,
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Shakespeare's Works, Appleton ed., 1882, vols. 8 & 9.
Sherard, Modern Paris.

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Choate, Joseph H., American Addresses, Century.
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Love Poems of Three Centuries.

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Wright, Methods of Petrographic Microscope, no.
158, Carnegie Institute.

Powers, Book Section, Minneapolis, Minn.
American Statesmen Series, Standard Library ed.,
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Charles T. Powner Co., 26 E. Van Buren St., Chicago
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Jerome, Passing of the Third Floor Back, play.
Venable, Beggings of Literary Culture in the Ohio
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Stevenson, vol. 1, Thistle ed., cloth.
Lee, Memoirs of General Lee.
Log of the North Shore Club.
Age of Despots, Revival of Learning, Fine Arts,
Italian.
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Fraser, Golden Bough, 2 vols., 1890.
Carter, Law, Its Origin, Growth and Function.
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lmt. ed.
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Chesterfield, Letters, 5 vols., Lippincott.
John Quincy Adams, Works.

Radical Book Shop, 867 N. Clark St., Chicago
Practical Camelia Culture, Holliday, 1880.

Paul R. Reynolds, 70 Fifth Ave., New York
Notes on Track, W. M. Camp, pub. in 1904 at
Auburn Park.

J. W. Robinson Co., 7th St., Los Angeles, Cal.
Julia Fletcher, Kismet.
St. Nicholas, 2 vols., 1920.
Geo. Allan England, Darkness and Dawn.
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Dreiser, The Genius.
John Mistletoe, Dictionary of Deplorable Facts.

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 William Shakespeare, Cardinal Nicholas Wiseman.
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 Zola, Abbe's Temptation, Vizetelly ed.
- Charles Scribner's Sons, Fifth Ave., New York**
 Armistead, W. H., Trout Waters, Macmillan.
 Carton, Hugh, The Grand Assize, Doubleday.
 Crane, Beauty and Beast Picture Book, Lothrop.
 Harris, C., Circuit Rider's Widow, Doubleday.
 Jones, R. M., Platonism of Plutarch, Banta Pub. Co.
 Moody, Mind of the Early Converts, Doran.
 Scraggs, Any Works of George G. Scraggs.
 Taft, Political Issues and Outlooks; Speeches Delivered between Aug., 1908, and Feb., 1909, Doubleday.
 Taft, Presidential Addresses and State Papers, vol. 2 only.
 New York Evening Post, Sept. 7th and 14th, 1901.
 Cable, Cavalier, Julia Marlowe ed., Scribner.
 Carroll, Expositions of Dante, Doran.
 Carryl, Grim Tales Made Gay.
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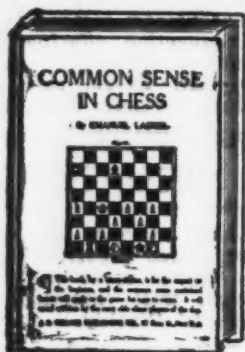
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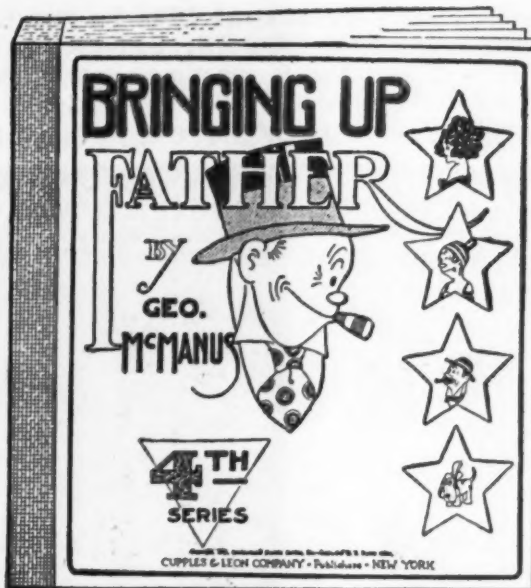
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